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The
American Perfumer
and Essential Oil Review

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NEW YORK



387
KARSTEN
YRABU

Mutual Protection

*"He that filches from me my good name
Robs me of that which not enriches him
And makes me poor indeed."*

—SHAKESPEARE

THE question of the trade names of basic perfume materials is of fundamental importance to perfumers, dealers and manufacturers alike. As a matter of mutual protection it is vital that all interested combine to eliminate any instances of too close similarity of trade names.

¶ To substitute innocently one product for another in a perfume formula on the basis of a deceptive similarity between the two names may easily mean the ruin of the finished product, to the detriment of the user, the purveyor of the original ingredients and even of the substitutor.

¶ It is not a subject for argument. A trade name is the property of the originator. The parasite who attempts to steal it intact or to simulate it as closely as he dares is despicable. The original trade name stands for something definite; its parasitic shadow only for a cheap imitation.

¶ Ungerer & Company will continue its efforts to make trade names of perfume materials inviolable as the only practicable form of quality standardization.

Ungerer & Co., New York

The American Perfumer and Essential Oil Review

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No. 7

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The American Perfumer

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NEW YORK, SEPTEMBER, 1927

Vol. XXII. No. 7

The Return of the American Legion

AS this issue goes to press, the convention of the American Legion is being held in Paris. After ten years, a portion of the American host which assisted in rolling back the tide of invasion from France, has returned to the scene of its troubles and its triumph. The press daily carries accounts of the cordial reception which France has extended to the Legion and the feeling of friendship which the return of the Legion has evoked in French minds.

As evidence of this sentiment, we are glad to publish here a cablegram received from the firm of Lautier Fils, of Grasse. It reads as follows:

"On the occasion of the national fêtes organized to greet the American Legion during its visit of pilgrimage to France, we are happy to express to you our very hearty good will and our personal good wishes."

It is hardly possible to over-emphasize the value of the Legion's visit to Paris as an aid in confirming the long existing friendship between France and the United States. When political and business differences threaten that friendship, there is need only for an actual contact between the two peoples to restore the sentiment which has now existed for a century and a half. No better messenger of continued amity could be sent to France by the United States than the splendid body of delegates now in convention in the French capital. They carry a message of continued good will direct from the heart of America.

The Legislative Situation

WHILE the terms of the Copeland Cosmetics Bill, which, it is said, will be introduced by the New York senator at the coming session of Congress, are still shrouded to some extent in mystery, there are more or less official intimations that it will follow very closely the bill introduced by Assemblyman Doyle in the New York State Legislature during the last legislative session. This confirms what has long been suspected, namely that Dr. Copeland's bill is not the measure which will be sponsored by the American Medical Association. Dr. Copeland's bill is patterned after the "Model" measure sponsored by the Association of Dairy, Food and Drug Officials last year, a bill put out solely through the desire of that association to secure more power for itself and its members.

The A. M. A. bill, on the other hand, when it is introduced,

will be in the hands of a Senator with more than a bare chance of being a member of the next Congress, and not by the good Doctor, who is apparently trying to ride through on the coat tails of the physicians' official body, without being invited to take the ride.

It shows a surprising lack of originality on the part of Senator Copeland to pick up bodily the defunct "Model Cosmetics Bill" and introduce it into the National legislature. And by the same token, it is hardly likely that the American Medical Association will fall into the same error. That body is not in the habit of courting defeat by repeating the mistakes of others. We may expect an entirely different sort of a bill when its measure is put into shape and launched upon its career.

Undoubtedly, as has been intimated, our industries will be consulted in framing the new measure, but whether the final bill will be satisfactory or not remains to be seen. Whether it is or not there are certain facts which our industry must face in planning its campaign on the bill.

Whether the measure to be proposed by the A. M. A. is satisfactory in every respect to our industries or not, it is absolutely essential at the present time and during the coming legislative season that the industry should present a united front on whatever measure or measures may be introduced. It is only by concerted and well planned efforts that unsuitable and unwise legislation can be either amended or finally beaten. It was by such a united front that the "Model Cosmetics Bill" of last year met with such decisive defeats.

Sporadic, independent attempts at influencing the course of either Federal or State legislation have been shown by bitter experience in other industries to be wholly unavailing. All that has ever been accomplished by business men in meeting threats against legitimate industry has been by the closest sort of co-operation. If anyone is seeking glory or credit for the defeat of pending legislation, he can be assured that there will be glory enough for all if concerted work brings about either its defeat, or its passage in form favorable to our industries. But there will be no glory for anyone if efforts are scattered and the industry seriously harmed by ineffectual individual work.

The industry will not soon forget the work done by the American Manufacturers of Toilet Articles through its general counsel, Washington representative and the experts who appeared in opposition to the "Model Cosmetics Bill" last year. They defeated that bill in every state in which

it was introduced. The same machinery now exists for work on the proposed Federal bill. We cannot too strongly urge that everyone interested in the proposed new measures give wholehearted support to the association and its legislative organization and that the scattering of energies be abandoned. United efforts will result in victory repeated. Dissension in our camp may mean defeat. Nor would the industry easily forgive or soon forget those who might bring about the defeat through seeking glory for themselves.

Letter to the Editor

Another View of the Free Goods Question

EDITOR AMERICAN PERFUMER & ESSENTIAL OIL REVIEW:

SIR—Having wrestled with this selling trick for more years than I would like to confess, I have been interested in "Comment on the Free Goods Question," by Mr. Fairman and Mr. Robinson.

I doubt that manufacturers who have built soundly profitable businesses on free goods plans will be influenced by Mr. Fairman's comments on the economic aspects thereof, even though they admit the basic soundness of an anti-free goods theory. Neither do I believe that manufacturers whose products are in positions of leadership at full price, will be spurred into a free goods offer by Mr. Robinson's presentation, good as it is.

The trouble with merchandising to the drug stores is that no two products will respond alike to the same method.

The elements of production and selling cost, selling price and competition must decide the advisability of any sales policy.

Druggists themselves are far from agreement as to the value to them of free goods deals. Recently, 1,000 druggists, who are the leaders in their cities and communities, were asked their opinions of free goods offers and how their buying judgment is influenced by them.

Thirty-nine percent of the druggists stated that they regard all free goods offers as a confession by the manufacturer that his sales are unsatisfactory. They took this view irrespective of the comparative demand for the article in their stores.

Eighteen percent were of the opinion that free goods as a fixed policy of sale build good will for the manufacturer.

Twenty-three percent declared that free goods offers, either sporadic or continued, constitute a direct incentive to cut prices and as such, were condemned.

Twenty percent stated, in substance, that when a free deal is offered on a product of soundly established demand, they accept it as an invitation to more profit, but if the product offered is a slow seller, they decline the "deals" irrespective of the size of the bait offered.

When we have such disagreement as this among the men to whom we sell, how are we to form any sound opinion as to the advisability of any one free goods plan?

The majority of wholesale druggists are opposed to free goods offers in varying degrees of opinion. They offer many objections to these deals, but it might safely be said that their attitude is controlled by the fact that through free deals a certain percentage of merchandise reaches the retailer without the wholesaler having received any profit thereon.

But you never can tell—at least, I have never believed that I could—what factors will make or break any product out of the ordinary sales plan.

OUR ADVERTISERS

GEORGE LUEDERS & CO.

New York City

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW:

81 Fulton St., New York City.

Gentlemen: You ask if my opinion of your publication has changed since my last letter on the subject addressed to you some five years ago. It has in many respects. As an advertising medium THE PERFUMER is more valuable, much more valuable for the reason that its readers are not only increased in number, but also in my opinion, in class. Your publication is also of higher value on account of a larger amount of interesting information and reading matter to which to some extent the increase in subscribers and readers is due.

Everybody in the trade reads THE AMERICAN PERFUMER, and I frequently refer to it in my conversation with customers, always depending that everyone reads it.

To make it short, your paper is of great value for the sale of all our goods. I congratulate you upon your success which you well deserve.

Yours very truly,

GEORGE LUEDERS.

I have before me, the figures of a recent free goods deal, the history of which is as follows:

The product, up to three years ago, was the leader in its field with an average annual sale for ten years of \$840,000. In 1926 the sale slipped down to \$620,000 and two competitors were gaining substantially.

A free deal was offered through the wholesalers. For some reason which none of them explained, the wholesalers got solidly behind the plan. Sixteen thousand two hundred and twelve orders were taken by them. The product is back in its old place at the head of the parade and the owners say that this free deal put it there and that they intend to keep it there by permanent bonus offers.

There is one manufacturer of cosmetics who suffers a sales panic every month by the calendar. If, on the 20th of the month, his nerves are somewhat shaken by a sales total lower than he believes it ought to be, he rushes out a free goods offer to the wholesaler. It is limited to ten days. The wholesaler keeps the free goods, the retailer benefiting not at all.

The wholesalers have come to know this selling weakness of the manufacturer so well that now they withhold orders and deliberately omit resale of his products to force him to the monthly free goods concession.

In this case temptation to attain a fictitious sales volume through free goods may despoil a business. But shall we blame free goods per se in the case of a manufacturer who does not know how to apply a sales stimulus to his business?

I think that both Mr. Fairman and Mr. Robinson might agree that the success or failure of a free goods policy depends upon the product, its particular place in the market, and the personality behind the offer.

DONALD DUNBAR,

September 14, 1927.

THE DUNBAR CO., NEW YORK.

New Move to Repeal Tax on Alcohol

*More About New Prohibition Rules Effective October 1
Pledge Required of Users to "Obey All Laws"
Will Test Yearly Renewal Plan*

WASHINGTON, D. C., September 15.—Congress will be requested to repeal the tax on alcohol when it takes up revision of the revenue law at the next session. Practically all of the alcohol-using trades are behind this movement. Attempts to secure repeal of the tax when the Revenue Act of 1926 was under consideration were unsuccessful, but a reduction finally was obtained providing for a cut of 25 per cent from \$2.20 per proof gallon to \$1.65 per proof gallon in January 1, 1927, to be followed by another cut of 25 per cent to \$1.10 per proof gallon January 1, 1928.

It is estimated that at \$1.10 the tax will produce only \$8,000,000 a year, and the argument will be made to Congress that the revenue derived does not warrant continuing the levy.

The new regulations of the Bureau of Prohibition will become effective October 1. The final drafts of both Regulations 2, applying to medicinal spirits, and Regulations 3, applying to industrial alcohol, which will supersede Regulations 60 and 61, respectively, now are being printed. During the course of the formulation of the new regulations the representatives of the trades affected were given an opportunity to present their views and to make suggestions in connection with changes desired by them or proposed by the Government in the old regulations. While substantial differences appear, it is expected that the new regulations will be generally satisfactory in operation.

Must Renew Permits Annually

The new regulations provide that all permits shall be renewed annually after December 31, 1928. In the past there have been conflicting court decisions in different jurisdictions as to what permits must be and what permits need not be renewed each year under the law. The arbitrary requirement of the new regulations will present an opportunity for presenting a test case in the courts. This course was decided upon because the time for appeal to the Supreme Court of the United States had lapsed in the cases in which the decisions referred to were rendered. The expectation is that the new test case will be brought and carried to the Supreme Court for a determination of the law with regard to permit renewal which can be applied uniformly in all jurisdictions.

A feature of Regulations 3, relative to industrial alcohol and applicable also to specially denatured alcohol, is the embodiment of certain "stipulations and conditions" not only in the regulations themselves but in the forms of applications for permits to which the applicant must subscribe when applying for a permit.

These conditions in substance require that the permittee and his employees will observe all laws and regulations relating to intoxicating liquors as well as the terms and conditions of the permit; that suitable storage facilities will be provided for alcohol or denatured alcohol; that the required files and records will be kept on the premises covered by the permit and inspection thereof permitted, as well as of the

premises; that the actual management of the business will be in charge of the person designated by him to manage the business; that, if a corporation, names and addresses of stockholders will be furnished at the administrator's request and the administrator notified of changes in control; and that permit privileges applied for will not be transferred.

These stipulations and conditions were the subject of much correspondence and discussion between the representatives of the alcohol-using trades and Bureau officials before they were incorporated in the regulations in their final form and the Bureau omitted several of the more objectionable provisions originally proposed, one of which would have made the permittee responsible for a violation by his employee whether done with or without the permittee's knowledge or consent.

It is believed that users of specially denatured alcohol will be much better off with respect to bonds given in support of their permits under the new regulations than in the past, if the surety companies do not raise the premiums on the class of bonds required of such users. Under the new regulations the minimum penal sum has been fixed at \$500 and the maximum at \$50,000, instead of \$1,000 to \$100,000 as at present, with the penalties scaled down proportionately between these limits so that on an average the user of specially denatured alcohol will be allowed to withdraw the same quantity as he now does under a bond with a penal sum less than half that now required.

Size of Containers

Manufacturers of perfumes and toilet preparations will be required to distribute their products henceforth in containers of not more than one-gallon capacity, except that the Commissioner of Prohibition may exempt a permittee from complying with this requirement where it is shown to his satisfaction that sales in larger packages to legitimate trade are necessary to the proper conduct of the business of the permittee.

All containers of one gallon or less must bear commercial labels showing the name and address of the manufacturer of the contents, but in instances where the preparations are marketed by others and it is desired not to disclose the name and address of the actual manufacturer, this information may be omitted and the label shall, in lieu thereof, state the name and address of the distributor and the permit number of the manufacturer; provided, however, that exemption will be allowed from the foregoing requirement that the labels contain the name and address of the manufacturer, or the name and address of the distributor and the permit number of the manufacturer, as to any preparation marketed under a label containing a trade name, if the manufacturer thereof files with the administrator of the district in which the permit is issued a statement, in duplicate, setting forth such trade name, the kind of preparation marketed thereunder, the number of the permit under which it is manufactured, and the name and address of the actual manufacturer thereof.

Board to Ask Flexible Tariff Revamping

*Congress Not Likely to Act at Next Session, However
European Conditions Declared to Be Improving
July Foreign Trade Somewhat Varied*

WASHINGTON, D. C., September 15.—The Tariff Commission again will recommend to Congress, when its annual report is submitted in December, that Section 315, of the Tariff Act of 1922, should be revamped if the flexible tariff principle which it embodies is to be given practical effect.

A majority of the commission holds that the present procedure established by the 1922 Act renders it unworkable, particularly that requirement for a comparison of foreign and domestic production costs. The Commission has learned by experience that it is practically impossible to obtain data on production costs in foreign countries.

Alfred P. Dennis, vice-chairman of the Commission, recently returned from Europe declaring that the flexible tariff procedure of the 1922 Act is regarded with disfavor there, primarily because of the efforts made by the Commission's agents to obtain cost data from foreign producers of competitive goods.

No attention will be given by Congress to tariff legislation next session, and in the meantime the constitutionality of Section 315 will be determined by the United States Supreme Court.

Dr. Klein Finds Europe Is Recovering

Europe has shaken off its "calamity complex" and has entered upon a new commercial era which is gradually overriding international trade barriers on the Continent and driving for foreign markets, Dr. Julius Klein, director of the Bureau of Foreign & Domestic Commerce, stated upon his return recently after an extensive study of European economic conditions. Dr. Klein referred to the vigor and frankness with which topics such as trade policies, embargos, import and export quotas, previously forbidden for non-domestic discussion, were taken up at the international economic conference at Geneva and the meeting of the International Chamber of Commerce at Stockholm this summer.

"While it is still too early," he said, "to observe many definite results from these gatherings there can be no doubt of their helpful reactions upon several continental trade agreements and tariff schedules now in process of formation, especially as regards simplification of customs procedures and classifications, and the duration periods of international commercial understandings."

Tangible data on the new commercial era in the Old World are abundant, Dr. Klein declared, pointing particularly to the notable improvement in transportation facilities and the completion of currency and budgetary stabilization in practically all countries. He also discussed the intensive exploitation of colonial resources and trade promotion in foreign countries, the implications of which in terms of more intensive competition should not be overlooked by American industry.

"It is gratifying to note in European business circles practically complete absence of any bitterness or hostility toward the United States," Dr. Klein said. "There is, in fact, on the contrary a steadily increasing appreciation of the need

for mutual trans-Atlantic good-will for the facilitation of capital advances and the steady increase of merchandise movements, which have been growing regularly in both directions."

Trade Board to Prosecute Advertising Case

The Federal Trade Commission will proceed without further delay to prosecute its case against the American Association of Advertising Agencies and other advertising and newspaper organizations involving alleged agreements whereby the associations have fixed a minimum rate of commission for advertising service performed by advertising agencies with the provision that agencies shall not do business with advertisers at figures lower than the specified rate.

The case has been assigned for hearing October 3 in Chicago. Negotiations for settling the case by stipulation, entered into at the request of the American Newspaper Publishers' Association, failed when the respondents did not agree to certain conditions laid down by the Commission regarding its jurisdiction. As a result the Commission has ordered trial of the case to be resumed. Organizations other than the American Association of Advertising Agencies and the American Newspaper Publishers' Association which also are respondents in the case are the Southern Newspaper Publishers' Association, the Six Point League and the American Press Association.

Survey of Price Quoting Methods

Methods used in quoting prices will be made the subject of a survey by the Federal Trade Commission to determine which are the fair practices among the several methods now employed. The systems of price-fixing which will be studied and reported on by the Commission are (1) the delivered price method; (2) the factory price method; and (3) the basing point method.

The Commission's previously announced investigation of the resale price maintenance practice is now in progress.

Toiletry Imports and Exports in July

Import trade in toiletries was much greater in July than in June, and export trade remained steady, but both lines were considerably smaller than in July, 1926. Total imports of soap and toilet preparations in July had an aggregate value of \$536,543, as compared to \$458,890 in the preceding month and \$666,661 in the corresponding month of last year. Exports during the month had a value of \$1,370,550, against \$1,376,384 in June and \$1,550,803 in July last year.

A notable expansion in imports of castile soap occurred during July, shipments reaching a value of \$55,195, as compared to \$11,311 a year ago. Imports of toilet soaps remained about the same at \$40,285, but imports of other soaps dropped to a mere fraction of the July, 1926, total, amounting only to \$8,001, against \$40,555.

July imports of perfumery, bay rum and toilet waters totaled \$113,522, as compared to \$174,868 in the correspond-

(Continued on Page 387)

The Awakening of the Druggist

*Some Indications of His Rebellion
Against "Holding the Bag"*

by Leroy Fairman

IN the discussions which arise concerning the most successful methods of conducting a business whose products are marketed through drug stores, instances are cited which seem to prove that great businesses have been established by methods differing widely from those approved by the most modern merchandising practices.

On the theory that what has been done can be done, we see many new businesses conducted along lines which were successful many years ago, with results which are disastrous. Such disasters are blamed upon various conditions and circumstances, such as inferiority of the product, too severe competition, improper financing and what not, when as a matter of fact the real reason is an outworn and obsolete merchandising policy.

There are today on the market an enormous number of toilet articles which have never been really introduced to the consuming public. They have merely been introduced to the trade in the old-fashioned way. Their makers have thrust them on the retailer by various selling schemes, and put it up to that individual to dispose of them.

Strenuous selling methods have persuaded the dealer to stock hundreds of items he has no call for. Free goods and other price inducements have been employed. Promises of advertising which never materialize or soon peter out have been made. All sorts of rosy pictures have been painted, but the result is that the dealer is left in a vast majority of cases with a lot of unsalable or slow selling goods to clutter up his shelves and tie up his good money.

Twenty-five years ago, when comparatively few new products were being presented, when advertising in the present sense of the word was unknown, when all business was conducted in a placid and leisurely manner, when the consumer was quite willing to take whatever the dealer handed him, these disturbing retailing conditions did not prevail.

Public Now Brand Conscious

Today, the public is brand conscious and brand wise. Modern advertising has created a heavy, steady demand for at least a few brands in every type of product. The consumer calls for these and expects to get them. In order to make money, the drug store must be a busy, hustling place, and there is no time to make explanations or put up an argument in favor of an unknown product as against the one which the consumer knows about and asks for. What the druggist seeks is rapid turnover. He wants to wrap up a purchase in a jiffy, hit the cash register and turn to the next customer. And there are enough brands which are well known, which are in heavy demand, to satisfy every natural and legitimate consumer requirement: so why clog his shelves and freeze his capital with a whole raft of others?

The druggists, as was inevitable, are waking up to these facts, and are going to do something about it. It has

recently been announced that of the 25,000 druggists who have thus far applied for membership in the Druggists' Research Bureau, a large majority has requested that the problem outlined above be the first one to be investigated by the Bureau.



It is stated that sales charts show that 75% of the sales in branded goods is confined to three or four brands out of every dozen brands in stock. This means that nine customers out of twelve call for one of three or four standard, well established, well known brands, while the calls of the other three customers are distributed over eight or nine miscellaneous and obscure brands. So now the druggist rises to inquire why he should burden his store and his bank roll with stuff for which there is so trifling a call, if any? Do you blame him?

This whole situation has its roots in the fact that during the last ten years or so, literally thousands of new drug store items have been placed on the market which have no excuse for existence except to make money for their manufacturers. Now, the making of money is an altogether worthy and laudable purpose, but the fundamental idea which underlies all business is serving the public. If a manufacturer doesn't perform a real public service, society doesn't even owe him a living.

Multiplicity of Brands

When, therefore, a dozen or a hundred brands of goods are marketed which are, in all vital essentials, nothing but imitations of established brands, their production represents no worthwhile service to the consumer. In fact, they may well be called a disservice, inasmuch as they call upon the consuming public to put up the cash for a number of manufacturing plants, furnish working capital, and feed, clothe, house and provide phonographs and Fords for an army of employees who might more usefully be doing something else. It is not a service to the public, broadly speaking, to require them to maintain a score of plants for the production of a line of goods which might just as well be produced by two or three. And in the end, it is always the consumer who must be served.

Many a manufacturer who knows in his heart that he is only an imitator, that he never even tried to originate anything which would meet or create a new public demand or fill more satisfactorily an existing need, has the long-suffering drug trade to thank for such business as he has done and such money as he has made. And his pathway has been comparatively smooth in the past for the reason that the druggist is not a good business man.

The colleges of pharmacy turn out hundreds of graduates who are thoroughly proficient in the scientific and professional phases of their vocation, but totally without any business training. As a rule no attempt is made to teach these young men how to conduct a drug store efficiently and profitably, or instruct them in the fundamentals of

modern business procedure. These graduates acquire drug stores, and, being full of youthful optimism and blissfully unaware of the pitfalls before them, are easy fruit for the guileful salesman. They stock their shelves with scores of products for which there is no demand, and plunge ahead in a hit or miss way, without knowing where they stand or where they are heading. Many learn their way about in the course of time, but, considered in mass, it seems to take a long time.

But such conditions as have prevailed during the last few years cannot go on forever. The good business men in the retail drug business will lead the way out, and the others will follow. As is evidenced by the magnitude of the appeal to the Druggists' Research Bureau for help, the trade is becoming thoroughly tired of holding the bag for manufacturers who make no adequate attempt to create a consumer demand for their products, tired of carrying scores of brands for which there is not enough demand to make it profitable to give them shelf room, tired of tying up their money in brands upon which the turnover is ridiculously slow.

This movement will naturally please the leaders in the industry, who have spent millions in building up a great national consumer demand for their goods. They will profit by the elimination of competing brands which, though individually small in point of sales, have in the aggregate done an amount of business which runs into big figures. Rightly or wrongly, the big manufacturers have regarded these small competitors as imitators of their goods; as interlopers who have shared in the business and profits which flow from a great volume of selling which is largely due to the advertising which the big fellows have paid for; as hangers-on and parasites whose removal from the field would benefit both the industry and the general public.

These are strong words, but the situation is one which must be faced without side-stepping or pussy-footing.

And what of the smaller manufacturers? If the druggist insists that he will only act as a distributor, and that the goods must be sold to the consumer without his aid or he will not even put them in stock, will the little fellow be put out of business?

Not necessarily. But he will be forced to ask himself a question which he should have considered before he ever went into the business at all, and that is: "Is there an actual and definite public need for my goods?" That question must be answered in the affirmative if his business is to survive.

To say that "my product is just as good as the others" will not do. It must, in some respect, rise above its competitors, or fill some public requirement, class or mass, better than they do. If it does this, it has a legitimate place in the market, and has a right to survive.

This is a big country. Its population consists of many diverse elements, many types and classes with widely different tastes, preferences and buying power. The goods which are best suited to one class, or one territory, are not necessarily best suited to other classes and other sections. The product which meets a wide demand is no more worthy of its place in the sun of prosperity than is the product which meets a limited demand. Bigness is not a virtue, and smallness is not a crime.

The druggist is not going to refuse to carry an article merely because it appeals to a minority of his customers. He will not confine his stock to those articles which sell readily to the mass of his trade. He will be equally willing

to carry the goods which certain classes prefer. All he asks is that there be a demand, that the goods move with steadiness, whether the volume be small or large, and that the sales correspond satisfactorily with the amount of the goods he carries. That is reasonable, surely, and nobody has just cause for complaint against such a requirement.

But it will be strictly up to the manufacturer to make his own market and create and maintain the demand for his wares. This can, as a general thing, be done only through advertising.

There is no reason for the small manufacturer to believe that in order to survive, in the case of such a reorganization of retailing policy as is contemplated, it will be necessary for him to engage in a big national advertising campaign, matching the efforts and the appropriations of the leaders in the industry. That misconception has stopped many a man from advertising who should be an advertiser, and would if he rightly understood the real nature and scope of advertising.

Big campaigns produce big results; small campaigns, rightly managed, produce results commensurate with the amounts expended, and assist in the business growth which makes constantly increasing expenditures possible. It is not necessary for the new advertiser to cover the whole country at first, nor during the first year, or first few years. Small sections or zones, intensively cultivated, enable the advertiser to consolidate his position as he goes along, and build a really worth while business on a firm and lasting foundation.

If the contemplated movement on the part of the druggists becomes an accomplished fact, it will certainly have one highly desirable result. It will head off the man who goes into the business of manufacturing toilet articles with neither the intention nor the capital to do a thorough job. It will head off the man who merely imitates established lines of goods, and puts it up to the dealers to do the job of selling for him.

The prospective manufacturer, in counting his costs, will be obliged to include enough money to properly and thoroughly advertise his products, or to carry through some other selling plan which he is sure will win and hold the patronage of a sufficient body of consumers to make his project a success. If he knows that nobody else is going to do this necessary work for him, he will stay out of the business unless he sees his way clear to do it himself. Which will be a good thing for the industry, from top to bottom.

Find Out Why

A business that must depend upon getting new customers to make up the loss of so many of its old customers is certainly on the wrong track, says *Silent Partner*.

New customers are good to get, but old customers are better to keep.

True, price inducements may tempt old customers to trade elsewhere, and occasionally old customers may move and sometimes sickness or death takes its toll, but the biggest loss of old customers comes from real or fancied grievances.

The important idea in business is to keep the old customers smiling and satisfied.

When old customers quit buying at your place, this is almost always a preventable loss.

When old customers start spending money somewhere else, the time has arrived to find out why.

Cassia as a Perfumers' Raw Material

by W. A. Poucher, London

Author of

"Perfumes, Cosmetics and Soaps"

IN this series of monographs there are many substances which have been shown to have been known and used from the earliest days of recorded history. It is doubtful, however, whether any aromatic substance has a history dating further back than 2700 B. C. for cassia was mentioned in a herbal under the name *Kwei* and written by the hand of a dignitary no less important than the Emperor of China, Shen-nung. There are also mentions of cassia in the Scriptures but it is not absolutely clear whether the present spice was indicated.

It is quite evident, however, from the classical works of Pliny, Dioscorides and Theophrastus that cassia was distinguishable from cinnamon. For instance in the latter's *Enquiry into Plants*, Book IV, both are mentioned; again in Book IX after giving a description of cinnamon, Theophrastus says of cassia that the plant "has stouter branches which are very fibrous and difficult to strip off the bark; and it is the bark of this tree also which is serviceable. When they cut off the branches, they chop them into lengths of about two fingers' breadth or rather more, and these they sew up in raw hide; and therefrom the leather and the decaying wood little worms are engendered which devour the wood but do not touch the bark because it is bitter and has a pungent odor." There is another important indication of the known difference between the two spices for on the temple of Apollo at Miletus they are shown as distinct yet closely allied substances. Coming now to the Christian era we find¹ in the list of productions of India on which duty was levied at the Roman Custom House at Alexandria A. D. 176 cinnamon was mentioned as well as cassia. The latter seems to have been known in Western Europe as early as the seventh century, for it is mentioned by St. Isidore, Archbishop of Seville, who apparently quoted from Gallen. Cassia was sold at 10 pence a pound in London in 1264 when it was known as *Canel*. In a book written in the fifteenth century by John Russell, cassia is spoken of as resembling cinnamon but cheaper and commoner, exactly as it is in modern times. This writer, in his prescriptions gives "Syna-mome for lordes" but "Canelle for commyn peple"!

It is well known today that cassia oil is obtained by distillation from the leaves and twigs of *Cinnamomum Cassia* Blume, a plant belonging to the family *Lauraceae* indigenous to China Cochin and at present extensively cultivated in China particularly in the provinces of Kwang-si and Kwang-tung. There was, however, considerable uncertainty concerning the origin of the spice until about 1880, when Charles Ford, the superintendent of the Botanical and Afforestation Department at Hong-Kong, proceeded, with the consent of his government to the cassia plantations on the West River for the purpose of clearing up any doubt upon the subject. He found that the three principal centres were at Taiwn (Kwang-si), Lukpo and Loting (Kwang-tung), the last named being the most important district with approximately 52,000 acres under cultivation. Mr. Ford found

cassia was grown in other localities but the above three districts yielded the genuine spice only. It is evident however, that the genuine cassia plant had previously been taken from China to Java for cultivation because it was in 1825 that Blume first described *Cinnamomum Cassia*.



The relative importance of these three districts has however changed during the last forty years and according to the *Shanghai Finance & Commerce*² the bulk of China's cassia comes from Kwang-si province, the chief producing region being the district south of the West River between Suchow and Tenghsien and the country around Puignan, Taiwu and Yulin. Canton is the collecting centre for Kwang-tung and Kwang-si cassia and the trade there is controlled by the native Cassia Guild which works in conjunction with the Canton British Chamber of Commerce in settling all disputes regarding weight, quality, etc., and in compelling the native growers and dealers to improve their methods of cultivation and preparation.

French Indo-China is now the second largest producer of cassia (about 30 per cent) and with China (65 per cent) furnishes almost all the exports of this spice. So important has the trade become in Indo-China that the separate name *Saigon Cassia* has been given to distinguish it from the Chinese cassia; the name Saigon being that of the town now the centre of the industry. Saigon cassia is better than that grown in China, it is thinner, contains more oil, and its flavor and odor approximate more nearly to that of true cinnamon. Other varieties of cassia are found in British India, the Straits Settlements and the Dutch East Indies. Hong-Kong is the world's cassia market, the Saigon and Canton cargoes being sent there for transhipment.

Information concerning the cultivation of cassia is somewhat scanty and the following notes from a report by the American Consul General in Canton³ are given with all reserve. It appears the plants are propagated in nursery gardens and when a few inches high are transplanted to the slopes of open hills where they are left without attention or manure. In the course of six or seven years they grow to a height of seven or eight feet, the trunk measuring five inches in diameter. Then between April and June they are cut down to the root and the stump covered with earth. In the course of six years the tree has again attained its former height and is then once more treated in the same manner. The life of a plant of this kind is about 30 years. From the trunk *Cassia liguea* is prepared, while the branches and leaves, as well as the bark which falls off, are employed for distilling cassia oil. A complete distillation takes six days and nights and the exhausted material is used as fuel for the stills. This process is conducted mainly in the valleys where an abundant supply of water is available for

¹ *Pharmacographia*, 1879, 529.

² *Through P. & E. O. R.*, 1925, 266.

³ Report of Schimmel & Co., April, 1910, 31.

condensation. Illustrations of the apparatus will be found in a well-known French periodical.⁴

The yields of oil and aldehyde are as follows:

1. Bark — 1.5% oil containing 89% cinnamic aldehyde.
2. Buds — 1.55% oil containing 80% cinnamic aldehyde.
3. Bud sticks — 1.64% oil containing 92% cinnamic aldehyde.
4. Leaves, stalks and twigs — 0.77% oil containing 93% cinnamic aldehyde.

Cassia oil is usually purchased on its cinnamic aldehyde content which should be 85 to 90 per cent for the best oils. In addition the following constituents have so far been identified: cinnamyl acetate, phenyl propyl acetate, methyl ortho-coumaric aldehyde, salicylic aldehyde, coumarin, benzoic acid, salicylic acid, benzaldehyde and methyl salicylaldehyde. The oil is packed in "leads" containing 16½ pounds, four such containers making one case. Small quantities of lead are thus always present in crude cassia oil since the slightly oxidized aldehyde (now cinnamic acid) attacks the container. The oil should therefore be rectified before use. Crude oils contain as a rule from 0.04 to 0.06 per cent lead.

Cassia oil, known also as Chinese cinnamon oil, is a limpid liquid, yellowish brown in color and having an odor reminding one of cinnamon. It finds an extensive application in soap perfumery and is the basis of the well-known Brown Windsor odor. Here it is blended with caraway and clove, cinnamon leaf and thyme. For the better quality soaps bergamot is used, which adds a delightful freshness to the finished soap. Cassia has also a wide application as a blender in bouquet soap perfumes. Those based upon patchouly, coumarin, vetiver and musk will have warmth imparted to them by judicious additions of this oil. Traces are also useful in carnation, rose and lavender compounds. It should not be forgotten however that cassia used in any quantity has a tendency to darken soap. Tinted soaps are thus much safer for keeping purposes.

In tobacco perfuming, cassia is employed in small quantities especially in cut flakes where the coumarin odor predominates. In dental preparations and cachous this oil finds application, but again a steady hand must be used for good results. In the production of finished perfumes one per cent will sometimes give a softness to a heavy eastern bouquet. Cassia may also be used in the preparation of incense.

⁴ *La Parfumerie Moderne*, 1923, 141.

Use of Alloxan in Lipsticks*

Alloxan, a condensation product of bronze catechin and hexamethylentetramin, has the property of producing a red stain on the skin when brought in contact with it. According to the statements of the *Chemical Calendar* it is soluble in water and alcohol, but not in ether, and should for this reason be also insoluble in fats. It would, therefore, be advisable to dissolve alloxan in alcohol containing as little water as possible, and to thoroughly stir this solution evenly into the warmed lipstick mass. The alcohol may then be removed by distillation. Since alloxan is decomposed when melted, it will not do to mix the melted alloxan with the molten lipstick mass. It is, however, possible to evenly knead the pulverized alloxan into the slightly warmed lipstick mass. However, it is hardly possible by this method to secure so even a distribution as when the alloxan is first dissolved in alcohol.

* *Deut. Parf. Ztg.*, Vol. 15, No. 6, 1927.

Constituents of Lavender Concrete

Dr. A. St. Pfau in the August issue of the *Perfumery and Essential Oil Record* comments upon the findings of Dr. C. Kleber regarding the presence of coumarin in lavender concrete. Dr. Kleber's comment upon Dr. St. Pfau's article appeared in the July issue of this journal.

Dr. St. Pfau now writes:

"As I mentioned at the end of my article, Schimmel & Co. have already established the presence of coumarin in lavender oil, and it must, therefore, naturally be present also in the concrete. If the concrete be extracted—as usual—with hot 95 per cent alcohol, both lactones go into solution and then for the most part crystallize out again; but the 7-methoxy-coumarin is much the less soluble in the cold, so that it is readily isolated by recrystallization. In this respect there is accordingly no difference between the concrete itself and the alcoholic extract prepared from it.

"As regards the relative proportions of the two substances, I have as yet made no investigation but I believe that in the concrete (and, therefore, also in the plant) 7-methoxy-coumarin is present in considerably higher quantity than coumarin."

Dr. Kleber and Dr. St. Pfau are therefore in accord on the matter.

Students' Course a Chemical Show Feature

One of the interesting features of the Eleventh Exposition of Chemical Industries, to be held in the Grand Central Palace, New York City, September 26 to October 1, will be the Students' Course on the Fundamentals of Chemical Engineering and Industrial Chemical Practice. The course will greatly enhance the scope and value of the exposition, for many prominent scientists will deliver lectures on pertinent subjects and there will be discussions in which all interested may participate.

Registration will be between 12 and 3 o'clock on the afternoon of the opening day. At 3 o'clock the formal inauguration of the exposition will take place, with an address of welcome by Charles F. Roth, manager of the exposition, followed by an address on "The Organizations of Chemists and Chemical Engineers," by T. B. Wagner, president of the Chemists' Club. Next there will be announcements, discussion of the course and division of the student body into sections, with W. T. Read, chairman of the course, officiating.

Two groups of students will be formed. One will consist of those who have knowledge of elementary chemistry and the second will comprise those who are more advanced in the study of chemistry and chemical engineering.

Space is not available to print the lengthy program of subjects and tutors, but copies can be obtained by addressing Mr. Roth at the Grand Central Palace. This opportunity for students is one that is rarely available under such favorable auspices and the attendance should be large.

Deserving of Success

(David Badner, *Parfumerie Davette, Toilet Preparations, Baltimore, Md.*)

Regarding your journal from a purely disinterested and strictly critical point of view, one goes away with a multiplicity of highly pleasing impressions of a well-balanced, highly artistic and soundly informative trade journal. It is therefore deserving of a full measure of success.

The Practical Side of Packaging

Continuation of the Article on Methods and Machines

by F. C. Chase

E. R. Squibb & Sons

WE decided that the second class of materials for discussion as to filling methods was to be known as "Semi-liquids." Within this range we might include thick emulsions such as Salad Dressing, as representing the upper limit and peanut butter representing the lower limit. Such material and any which you may picture as coming within these two limits can be handled on the filling machinery which will be described.

In practically all cases the material is measured by volume into the container. The material is either fed into or drawn into a cylinder, following a reciprocating piston. When the piston is at the end of its suction stroke a valve is closed and the material is forced out of the cylinder by the piston much the same as in any ordinary force pump. The length of the piston stroke is adjustable and the quantity to be delivered is therefore governed by adjusting the cam or link which in turn governs the displacement of the piston.

In the case of a relatively thin or free flowing semi-liquid the suction stroke of the piston draws the material into the cylinder. That is to say, as the piston moves back, it creates a vacuum or suction, whereupon the material follows the piston into the cylinder due to the difference in pressure between the outside and the inside of the cylinder. In the case of very viscous materials, heavy in gravity and offering considerable wall friction, the material will flow or follow the piston so slowly that the return or discharge stroke will take place before the right amount is in the cylinder. In such cases a positive feed to the cylinder is required.

Feed Methods

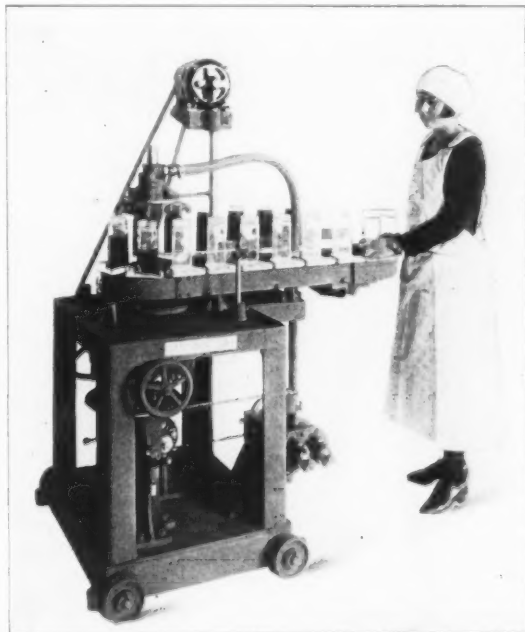
This is usually obtained by one of two methods. The first consists of an auxiliary pump usually of rotary type. The material feeds to this pump which has a very large intake directly from a hopper or feed pipe of generous dimensions. The feed to the rotary pump is sometimes by gravity and sometimes from a strongly built tank which has air pressure on it. The rotary pump picks up the material between its blades and pushes it into the reciprocating pump which

measures and discharges it as described above. On some machines the rotary feed pump is timed mechanically or is timed by a clutch so that it feeds only at the correct time. This is the preferable arrangement. On other types the rotary pump turns continuously. This arrangement builds up an intermittent pressure which is a strain on the machine. Furthermore such a pump must be built with a fairly good clearance between rotor and housing in order to prevent dangerously high pressures which might cause a break, or cause a pin to shear or produce high and frequent overloads on the motor. With such clearances the rotor churns up the material and in some cases may change the physical characteristics and also the appearance of the product. Instead of a rotary pump, some machines are equipped with a gear pump which does the work in a similar manner. For very thick pasty materials the gear pump is probably preferable.

The second general method for feeding the measuring pump consists of the use of a worm or screw which operates like a sausage grinder. This type is quite simple and machines equipped with it are relatively inexpensive. They serve admirably for many purposes but on some material this type has a habit of churning in air, which is generally

considered rather bad form. In purchasing a machine of this type be sure that the purchasing order specifies that the machine shall not introduce air into the material. When this is done, the machinery vendor will be very careful as to what machine he recommends. Most of them think about this anyway, but occasionally a salesman, in the enthusiasm of a prospective sale, forgets certain possibilities in connection with your product and trusts in his factory to solve the difficulties. When rather complete specifications as to performance are written into the order, the factory investigates the proposition much more thoroughly than the average salesman. There are several exceptions to this with whom it has been a great pleasure to do business.

We have been discussing the principle upon which one type of semi-liquid filling



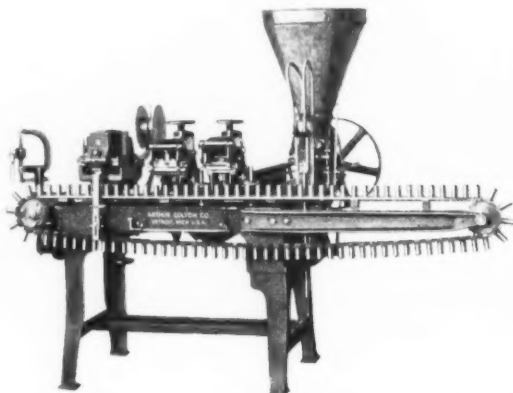
AUTOMATIC ROTARY FILLER FOR VISCOUS AND SEMI-LIQUID MATERIALS

machine is built, namely, the piston measuring type, with or without auxiliary feed pump.

This type is built in all capacities up to about 50,000 containers per day. A machine to handle 50,000 containers per eight hour day consists of several measuring pistons built in parallel, filling a gang of containers at a time. Such a machine is full automatic, by which we mean that the containers, once fed into the machine, are registered under the filling spouts, filled and discharged automatically. The lower limit of capacity is represented by a machine, the measuring pump of which is moved back and forth either by lever or by wheel and cam or eccentric. If you wish only a thousand or so per day, such a machine will answer your purposes for either bottles, jars, cans or collapsible tubes. The full automatic machines for solid containers or for collapsible tubes cost as high as \$5,500. The small hand machine can be purchased for a few hundred dollars.

Great progress has been made in collapsible tube filling and closing machinery within the past three years. It is now possible to buy a full automatic machine which will fill semi-liquids into the tubes, make two separate folds on the end of the tube, make up individual clips from a roll of metal and apply them securely to the tube. Such machines are built to handle one tube at a stroke, others to handle two or four. If the production is above ten thousand tubes per day, you had better obtain a machine which fills, closes and clips at least two at a time. The motions throughout the machine are then only half as fast with consequent decrease in wear and tear and maintenance. Furthermore they are much easier for an operator to feed. Some machines feed manufactured clips from a hopper. Experience seems to indicate that you cannot go wrong in purchasing machinery that feeds clip metal in

rolls and makes up the clips immediately prior to fastening them on the tube. In addition you will save part of the clip manufacturer's profit. In passing it should be remembered that you positively do not want a big, full automatic unless you have a good mechanic in your plant to look after it. By that I do not mean that the machine is likely to break down often, but rather that no girl operator can maintain a machine of this type. It is too complicated. A full auto-



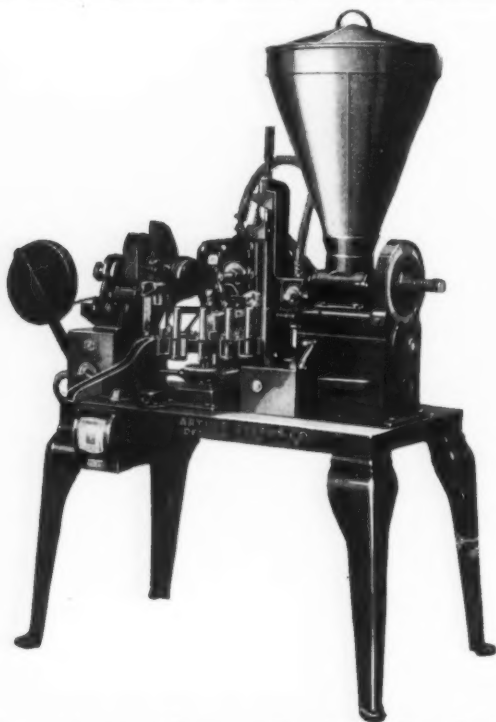
FILLING, CLOSING AND CLIPPING MACHINE 60 PER MINUTE
FULL AUTOMATIC

matic does not need the constant attention of a mechanic but a good mechanic should be available to go over the machine thoroughly each day to see that it is properly lubricated, in proper adjustment, and that the dies are properly set for the clip making. The matter usually takes care of itself because if you are big enough to warrant a machine which will turn out several million tubes per year you are very likely in possession of a good mechanic. The point is, make him responsible for the proper functioning of the machine. Make the operator responsible only for getting the empty tubes into the machine as fast as the machine will run properly.

Some of these machines are equipped with a successful completed tube ejector which will discharge the tubes onto a net or belt conveyor. This may eliminate one operator. However, if you want perfect tubes leaving your plant put an inspector on the discharge end of the machine, regardless of the type or make of machine. Several tubes will be found per day which are not properly clipped. These can as a rule be sent through again and come out all right. The matter of an inspector depends upon your pride in the appearance of every one of your merchandised packages.

The smaller machines, even though motor driven, do not always have a closing and clipping attachment. Some have the closing attachment, but not the clipping attachment; and some have neither. It is largely a matter of price. If you contemplate filling over 5000 tubes per day, almost every day, it will pay you to invest about \$2,000.00 in a machine which handles one tube at a time and closes and clips it, feeding from a roll. If you go to 10,000 or more, it will pay you to use the big full automatic type as before stated.

If you intend to run only about 5,000 tubes per day once in a while, you can purchase two small, rather inexpensive machines, one of which is used for filling the tube and the second for closing and clipping. These machines are somewhat more flexible in adjustment. By that I mean you can handle quite a variety of sizes both as to diameter and length



ROTARY AUTOMATIC PASTE AND SEMI-LIQUID TUBE FILLER,
CLOSER AND CLIPPER, ADJUSTABLE SPEED UP TO 35 PER
MINUTE

by making certain adjustments. Your labor costs will be about twice as high on this combination of machines as on the single small automatic which does everything but sell the tube.

Types for "Solid Containers"

To return to solid containers, by which I mean cans, jars or bottles, we find quite a different type of machine mechanically, although the principle of measuring and filling is very much the same. On the smaller machines the container is held under the spout until the measuring pump has delivered the material into it. The container is then set aside by hand and another held in place for the next discharge stroke of the piston. As the capacity of the machines get larger, hand operation is replaced by mechanical means for registering the container under the spout, and speed is obtained by moving forward instead of one container at a time, a "gang" of containers. A further refinement is timing the piston stroke so that it does not move its full distance at the same rate per second, but varies according to the cut of a special cam. This cam is designed so that the building up of material in the container is uniform even though the capacity of the container is not the same per inch of height. Imagine for instance an urn shaped jar, small at the bottom, large about two-thirds of the way up and small again at the top. If the piston were to move forward at the same rate throughout the stroke, the lower part of the jar would be filled very rapidly, the middle section slowly, and the top layer very rapidly. This gives rise to a tendency to whipping air into the material and also fails to give a good surface to the material after it has all been deposited. By means of the cam, even though the jar is irregular in diameter and the piston stroke in turn irregular in speed, the level of material in the jar rises at a uniform rate. A still better way to accomplish this which is used by some machine builders is to raise the jar so that the inside of the bottom is just below the bottom of the spout. As the material is pumped out, the jar is lowered automatically at an ununiform rate making up for the difference in diameter of the jar. The jar is then filled uniformly so far as rising of the material level is concerned. This is extremely important on some materials. On others it makes no difference.

Rotary Filler Types

While most machines of any considerable capacity are gang fillers, some are built on the rotary principle. The delivery spouts, which on the gang fillers are stationary or possibly may move up and down, are built in the form of a turret which rotates with the container and discharges the material as both turret and containers rotate. On some material, as for instance jams, this type is satisfactory as the material will sink to its own level, and precautions as to uniform level rate of filling are not necessary.

Before buying any semi-liquid filling machine, see if your material can be heated without injury to a point where it can be handled by liquid filling machinery described in the first part of the discussion. If it can be filled on such a machine, the probability is that you will get greater output per dollar invested.

Note:—Illustrations used in Mr. Chase's series on packaging are designed to show general types of machinery. The possible purchaser should investigate the various makes of each type before making installations.

(To be continued)

Toiletry Imports and Exports

(Continued from Page 380)

ing month of last year, which was an unusually high figure. Imports of perfume materials decreased in July, dutiable products totaling \$147,363, as compared to \$255,395 in July last year, and free products \$129,057, against \$113,858. Importations of cosmetics, powders and creams were slightly larger, with a value of \$43,120, as compared to \$37,826.

Exports of all kinds of soap were smaller in July than a year ago. Shipments of toilet and fancy brands dropped to \$225,677 from \$324,770; laundry soap to \$316,122 from \$403,992; and other soaps to \$77,719 from \$86,760.

Exports of perfumery and toilet waters totaled \$26,998, as compared to \$29,976 in July last year. Exports of talcum powder increased slightly, totaling \$136,724, as compared to \$129,324. Export trade in creams, rouges and other cosmetics expanded considerably, reaching a total of \$145,687, as compared to \$118,858 in the corresponding month of last year. Exports of dental creams declined in July to \$278,064 from \$312,012 last year, but shipments of other dentifrices increased to \$29,022 from \$24,434. Exports of toilet preparations of other descriptions totaled \$134,537, as compared to \$120,677 in July, 1926.

Bergamot Shows Largest Import Gain

Imports of essential oils continued to decline in July, the total for the month amounting only to \$455,232, as compared to \$536,107 in June and \$505,648 in July last year. Imports of geranium, bergamot, lavender and sandalwood increased. Bergamot importations amounted to 7,871 pounds, valued at \$44,724, as compared to July, 1926, imports of 1,368 pounds, with a value of \$9,845.

Export trade in essential oils in July was marked by the steadily increasing shipments of peppermint oil. These amounted in the aggregate to 17,000 pounds, valued at \$164,906, as compared to July, 1926, exports of 2,552 pounds, valued at \$36,325. Exports of other essential or distilled oils during July amounted to 222,597 pounds, valued at \$123,394, against exports of 272,516 pounds in July last year, having a value of \$81,725.

Anglo-German Chemical Accord Progresses

No confirmation has been received to date by the Department of Commerce of press reports from London to the effect that the negotiations between the British and German chemical monopolies had finally culminated in a co-operative agreement which awaited only formal promulgation. Negotiations between the Imperial Chemical Industries, Ltd., of Great Britain, and the I. G. Farbenindustrie, of Germany, looking towards a commercial alliance have been under way for many months.

Cosmetics of Stone Age Found in Austria

"Women before the stone age used lipsticks and cosmetics just as do their descendants today," says a Vienna correspondent of the New York *Herald Tribune*. This fact was revealed by discoveries at Willendorf, Lower Austria, by Director Bayer of the Vienna Natural History Museum. He found on the site of the discovery of the so-called Venus of Willendorf a prehistoric statuette recently unearthed, sticks of graphite, which are possibly eyebrow pencils, stumps of ochre and a receptacle containing rouge. The graphite shows smooth, worn surfaces where it was applied to the face with reindeer's fat to make it adhere to the skin of the low-brow beauty 25,000 years ago.



Official Report of Flavoring Extract Manufacturers' Association

Subsequent to the publication of the August digest of the activities of the Flavoring Extract Manufacturers' Association of the United States, D. T. Gunning, the president, and Thomas J. Hickey, the general counsel and executive secretary, as well as the other officers and members of the standing and select committees, have continued in the good work of advancing the interests of the industry. Much of the work has been of a routine nature, but it has proceeded despite unfavorable weather conditions.

The following bulletins have been sent to the members:

No. 253. Sales of Extracts in Indian Country. This gives the text of a letter to Attorney Hickey from E. B. Meritt, Assistant Commissioner of Indian Affairs, Washington, setting forth the law on this subject. The bulletin concludes:

"While flavoring extracts may be sold in Indian Country, great care must be exercised by dealers to see that such sales are for legitimate purposes exclusively. We are advised that recently several lots of flavoring extracts were confiscated by the State authorities of Oklahoma who invoked not only the State law but also the Federal law quoted in Mr. Merritt's letter."

No. 254. Federal Caustic Poison Act. This gives the complete text of the law and discusses the tentative regulations prepared by the Federal Food, Drug and Insecticide Administration at Washington.

Dr. H. G. Knight New Bureau Chief

Dr. Henry G. Knight, dean of the college of agriculture and director of the experiment station of the University of West Virginia, has been appointed chief of the new Bureau of Chemistry and Soils of the United States Department of Agriculture by Secretary W. M. Jardine. He will assume his new duties about October 1.

The new bureau combines three important research fields in the department—chemistry, soils, and fixed nitrogen—formerly represented by the old Bureau of Chemistry, the Bureau of Soils, and the Fixed Nitrogen Research Laboratory. While each of these three groups maintains its identity in the new organization, they will be associated in such a way as to facilitate the fullest cooperation and coordination of the research work.

The research work in chemistry and chemical technology embraces 15 divisions, taking in the research units of the old Bureau of Chemistry. This work in chemistry will be headed by Dr. C. A. Browne, who has been chief of the former Bureau of Chemistry, assisted by Dr. W. W. Skinner, assistant chief of the former Bureau of Chemistry. Dr.

Soda Water Flavors Manufacturers Make Official Report

During the period following the rendition of the August review of the doings of the National Association of Manufacturers of Soda Water Flavors the affairs of the organization have progressed satisfactorily under the guidance of August Peter, the president, and Thomas J. Hickey, the secretary and general counsel of the association.

Much of the work has been of a routine nature, consisting of handling individual problems of members through correspondence and in other necessary ways.

PURE FOOD AND DRUG NOTES

In this department will be found matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc. It is advisable also to look at our WASHINGTON CORRESPONDENCE, SOAP SECTION, and other departments for further information.

Standard for Saffron Revised

A definition and revised standard for saffron has been approved by the Secretary of Agriculture for the guidance of officials of the United States Department of Agriculture in the enforcement of the Federal Food and Drugs Act.

The change in the standard is for total ash from "not more than 6 per cent" to "not more than 7.5 per cent." The change was made primarily for the purpose of conforming with the standard for saffron in the 5th edition of the *National Formulary*.

The text of the definition and revised standard follows: "Saffron is the dried stigma of *Crocus sativus* L. It contains not more than ten per cent (10%) of yellow styles and other foreign matter, not more than fourteen per cent (14%) of volatile matter when dried at 100° C., not more than seven and five-tenths per cent (7.5%) of total ash, not more than one per cent (1%) of ash insoluble in hydrochloric acid."

Browne will also act as associate chief of the new bureau, but will, at his own request, devote his major energies to research work in chemistry.

Dr. F. G. Cottrell, who has been head of the fixed-nitrogen and fertilizer research group of divisions, continues as head of this work in the new bureau.

Dr. A. G. McCall, formerly professor in geology and soils of the University of Maryland and also formerly connected with the old Bureau of Soils of the United States Department of Agriculture, was recently appointed head of the soils work of the new Bureau of Chemistry and Soils. He was executive secretary of the First International Congress of Soil Science, which was held in Washington, D. C., in June.

Perfume and Soap in Courts and Customs

Davis-Fitch Litigation Settled

The litigation between George E. Davis, of New York City, and the F. W. Fitch Co., of Des Moines, Iowa, which consisted of several suits brought by both Mr. Davis and the Fitch interests has been settled out of court. The litigation was instituted first by the Fitch company which brought suit against Mr. Davis in the Federal courts. It alleged that he was using trade secrets, property of the Fitch firm for the benefit of the Davex Corporation, of which he is president. A counter suit, filed by Mrs. George E. Davis, claimed money due her from the Fitch company on a vanity case patent which had been sold to that company. In addition, Mr. Davis filed suit in which he asked stock of the Fitch company which he had purchased but never received.

The settlement of all the suits came when the Fred W. Fitch Co. was notified that it would be made defendant in a \$100,000 slander suit, to be brought by Mr. Davis. This action was not filed, but was dropped when the settlement was made. The terms of the settlement call for the withdrawal of all pending litigation and the settlement of disputed patent claims by the parties under a compromise arrangement. Mr. Davis retains his rights in the sprinkler top patent under the terms of the settlement. The Fred W. Fitch Co. was represented by C. R. Anderson and I. Sandahl and Mr. Davis by Comfort & Comfort in the litigation.

Injunction Denied in "4711" Perfume Suit

Judge Julian W. Mack, in the Federal District Court, on September 16th refused to grant a preliminary injunction against the defendant in the trade mark litigation over the mark "4711" entitled Muelhens & Kropff, Inc., versus Ferd Muelhens, Inc., both of New York.

The litigation grows out of the sale by the Alien Property Custodian of the trade mark "4711" to the Kropff company and the use by the latter of statements that the perfume was compounded from the original secret formula used in Germany by the Muelhens family. Ferd. Muelhens, previous to the War, was a partner of William Kropff, but subsequently sought to use the formula in his own perfume business in this country. Plaintiff seeks to restrain him from doing so, but in the action defendant alleges that Kropff never possessed the secret recipe and that the Kropff "4711" perfume is not the product covered by the trade mark. In the present status it would appear that there is no bar to the use of the trade name by either party pending a trial court of the issues.

Judge Mack, in his opinion, says in part:

"The Custodian did not sell the secret recipe. It never belonged to the partnership and was not known in this country. It remained in Germany. It is no part of the good will of the business itself."

The opinion expresses the belief that Kropff never had the secret and declares that there was no way in which Muelhens could have been forced to disclose it. There was no jurisdiction over him, but only over his property in this country, of which the recipe was not an apparent part. The court holds also there is apparently no real identity of the two products.

Jergens Company Wins Woodbury Appeal

The United States Circuit Court of Appeals for the Second Circuit has handed down a decision in the litigation of the Andrew Jergens Company versus the Bonded Products Corporation in which appeals were taken by both plaintiff and defendant from a decision in which the Eastern District Court granted a partial injunction regarding the use of the word "Woodbury" on soaps manufactured by the defendant.

Circuit Judges Manton, L. Hand and Swan, in a long opinion, reviewed the various phases of the prolonged litigation and with some modifications strengthening the injunction affirmed the decision of the District Court.

The decision as modified restrains the defendant "From selling, offering for sale, or putting on the market, directly or indirectly, any soap intended for facial use with a wrapper or other advertising on which the name 'Woodbury' or 'Woodbury's' appears as part of the title or name of the soap, or from using the name 'William A. Woodbury' or any abbreviated form thereof except upon the backs or sides of the wrapper or package and accompanied by a plain disclosure that said William A. Woodbury is not connected with the makers of 'Woodbury's Facial Soap' and that his soap is not Woodbury's Facial Soap or some new brand thereof."

Another clause of the injunction as modified restrains the defendant "from selling or offering for sale, manufacturing or wrapping, soap intended for facial use upon the wrapper of which, enclosing advertisement or otherwise, there appears a reference to either 'John H. Woodbury' or the 'Woodbury Dermatological Institute' unless there shall also appear a plain disclosure that the plaintiff is the successor of said John H. Woodbury and said Institute in the manufacture and sale of 'Woodbury's Facial Soap.'"

Other paragraphs of the revised injunction follow:

The defendant is restrained "From advertising, manufacturing, wrapping, selling or offering for sale any soap intended for facial use upon the wrappers of which, the soap, or advertising thereof the word 'Woodbury' appears unless same is clearly distinguished from the soap manufactured and sold by plaintiff, so as not to induce the belief on the part of the public that defendant's soap is the well known 'Woodbury Facial Soap' or some new brand thereof.

"From using, in connection with the advertisement, offering for sale or sale of any soap, labels or packages, identical with or like plaintiff's labels * * * or any other label, package or representation which by imitation, color, or otherwise is calculated to cause defendant's goods to be passed off as and for the plaintiff's."

The costs are awarded to the Andrew Jergens Company.

The case presented a somewhat uncommon feature. Both plaintiff and defendant appealed from the lower court. The plaintiff asserted that the injunction was too narrow, while the defendant claimed that no injunction should have been granted.

Keyes Winter and John C. Pemberton argued the case as solicitors for the plaintiff appellant, with Walter A. De Camp, Edward S. Rogers and Allen M. Reed, of counsel.

A. P. Bachman was solicitor for the defendant appellant, and Richmond J. Reese, counsel.

Pinaud Wins Canadian Trade Mark Suits

Copies of a judgment handed down August 25 in Toronto by Chief Justice Meredith in two suits of H. & G. Klotz (Parfumerie Ed Pinaud) against Rolph R. Corson, Ltd., have been received in New York City. The first action was based on alleged infringement of the Pinaud trade marks and was met by an offer to discontinue the same, which it is claimed was done. The Court says in part:

"If that were true there should be now no controversy, and all litigation should have ceased long ago.

"But it is not.

"It is impossible to believe that men with the knowledge of, and experience in, this trade, which those who control the defendant companies have and had, should have been unaware of the business which the plaintiffs carry on, a business begun, and long carried on, by Pinaud who, and whose perfumes and other toilet preparations, have long had a world-wide enviable reputation among those who trade in and those who use such things.

"But, if it could be believed, that these men were as ignorant of these things as the defendants allege that they were, their subsequent conduct should make it plain that the allegation of ignorance and of rectitude are untrue.

"If they were true what fruit would their mercantile rectitude have borne? Assuredly a change so complete in the appearance of their preparations that no one could be deceived by them.

"Instead of that they made minor changes only and such as left their preparations substantially as deceptive to ordinary buyers as they were before.

"The shapes and sizes of the bottles remained unchanged; two different shapes, one for one preparation and the other for the other; and just the same as the plaintiffs.

"The colors of the liquids were unchanged; one red and one greenish white; just the same as the plaintiffs'.

"The general appearance of the labels unchanged, and just like the plaintiffs'.

"So that they remained, in general appearance, as they were before the alleged reformation; and just like the plaintiffs' to an ordinary buyer.

"And not only all that but they carried on the distinctive names adopted by Pinaud and carried on in his business, for very many years, until the present day; and by which they are known and called the world over, 'Eau de Quinine,' for the hair, and 'Lilas de France,' a perfume. A thing which no one could but know was in itself most likely to deceive.

"Why not, in order to discontinue an unintentional wrong, when discovered, make quite sure of doing so, when the way was so easy, if their intentions were really honorable?

"Why retain the shapes and sizes of the bottle; the colors of the liquids; the forms of the labels; the general appearance of the articles; and their Pinaud names?

"There can be but one reason; to deceive; but doubtless to deceive in such a manner as might not bring them within the law.

"Why 'Lilas de France' upon an article that had not the faintest relationship with France or its lilacs?

"The defendant's perfume was made in Toronto, Canada. Are there not fragrant flowers there? Why not Acacias of Canada, or Wild Roses of Canada? And why a name in French? Because France has a most enviable name as a producer of perfumes; and Pinaud a very enviable one as the producer of a perfume called 'Lilas de France,' and because it would be very profitable to those who sold the To-

ronto production if it could be sold in the belief of buyers that it was French and more so that it was Pinaud's.

"These things apply to the 'Eau de Quinine' also.

"The changes made were of a very minor character in comparison with those things that were left unchanged.

"The name of Corson as the maker appeared on the labels both before and after the change; but buyers do not critically examine labels; and many intending to buy the French preparations of Pinaud's might not be protected by the name Corson; names are easily forgotten; and there are vastly many more buyers unfamiliar with the name of a desired maker than are familiar with the name of his 'make.'

"I doubt if one in ten buyers would reject the defendants' production, which he saw on the shelves of the shop in which he bought it, if it were foisted upon him for Pinaud; or given to him in ignorance by the seller.

"The shape, the color, the general appearance and the name are quite enough to deceive ordinary hurried purchasers.

"It was said that other dealers, some of them of well-known good standing, were doing pretty much the same as that of which the defendants are accused, but that does not help; they may be doing it under license or otherwise with the plaintiff's consent; or they may be doing wrong; it is enough to try one offender at a time.

"It was also said there was no evidence of any sale of the defendants' preparations. Such a sale is sometimes good evidence and sometimes unsatisfactory, as when given by prejudiced witnesses, who have set a trap to secure evidence. Neither is necessary; and this case can be decided just as well without it; the undeniable facts of the case speak so plainly of deception; see *Keirstein v. Cohen*, 13 O.L.R. 144.

"The plaintiffs are entitled to an injunction in each case as to 'passing off' and infringement of trade mark rights, with costs."

Registration of "To-To" for Cosmetics Denied

First Assistant Commissioner of Patents Kinnan on appeal has sustained the opposition of Annie M. Malone, owner of the trade mark "Poro" to the application of Richard E. Nicholas for the registration of "To-To" as applied to vanishing cream, cold cream and other specified toilet preparations.

The commissioner's decision is in part as follows:

"The marks are thought to be deceptively similar as applied to goods of the same class. They are not identical and have specific differences, but they are so similar in sound and somewhat in appearance that it is believed one having in mind opposer's mark and seeing applicant's mark on his goods would be confused. It must be borne in mind both parties sell to a considerable extent to the same class of customers who purchase without much care or reflection and would be readily misled or confused.

"It is argued on behalf of applicant that the opposer does not show the use of her mark on any goods but hairdressings and preparations for the treatment of the hair prior to the time that he commenced the use of his mark and that opposer's use on cosmetics was subsequent to the date that he commenced to use "To-To" on his cosmetics.

"As stated above it is thought that the goods on which opposer first used the mark are of the same descriptive properties as those upon which applicant uses his mark. Furthermore, even if later in using the mark on the identical goods, opposer's use on such goods was a mere extension of her original business, which was established long before applicant entered the field."

Activities of Associations and Societies

American Chemical Society Meets at Detroit

The regular fall meeting of the American Chemical Society was held this year at Detroit, Mich., September 5 to 10 inclusive. Headquarters for the society during the meeting were maintained at the Hotels Statler and Tuller. The attendance was well up to the normal for the fall sessions of the society, a feature being the large number of foreign chemists present at the sessions.

All sections of the society held separate meetings during the week and in addition several general sessions in which all members participated were held. The sessions were opened by a meeting of the Council of the Society on September 5 with the first general meeting on the following day. Features of this session were addresses of welcome by a representative of the Detroit Section of the Society and by Mayor John Smith and the response by the president, George D. Rosengarten. The president's address was delivered at a meeting on the following day at which time Dr. Charles F. Kettering also spoke on the "Functions of Research."

A most attractive entertainment program was presented by the committee in charge, opening with an informal reception and dance the first evening. Ladies were entertained by a visit to the Bonstelle Playhouse, a boat trip and luncheon and bridge at the Detroit Boat Club and a special entertainment on the evening of September 8. Trips to various industrial plants in Detroit and vicinity, notably those of the Ford Motor Co., Parke, Davis & Co., Acme White Lead & Color Works, Dodge Brothers Motor Car Co., and the Packard and Cadillac Motor Car companies were also made features of the week's sessions. The annual golf tournament was held at the Oakland Hills Country Club and the various sections held individual dinners and entertainments throughout the week. In addition to the general meetings the following sections also presented programs: Agricultural and Food Chemistry, Biological Chemistry, Cellulose Chemistry, Chemical Education, Colloid Chemistry, Dye Chemistry, Fertilizer Chemistry, Gas and Fuel Chemistry, History of Chemistry, Industrial and Engineering Chemistry, Leather and Gelatin Chemistry, Medicinal Products, Organic Chemistry, Paint and Varnish Chemistry, Petroleum Chemistry, Physical and Inorganic Chemistry, Rubber Chemistry, Sugar Chemistry, Water, Sewage and Sanitation Chemistry.

Work of the society included the re-election of the present editors of its various publications. The Section on the History of Chemistry was made a Division of the society. It was voted to establish a South Carolina Piedmont Section. The council also considered the report of the Committee on Chemical Education and the matter of an Institute for Chemical Education. It also went on record as opposing the use of the name of the society's president in connection with the proposed establishment of an International Office of Chemistry, with predetermined headquarters in Paris.

Additional Association News

Additional news of associations and societies connected with our industries, including the recent activities of the American Soap and Glycerine Producers Association, the National Wholesale Druggists and the United Medicine Manufacturers will be found on Page 417 of this issue.

Mallinckrodt Heads American Pharmacists

Edward Mallinckrodt, of St. Louis, was elected honorary president of the American Pharmaceutical Association at its convention last month in the Coronado Hotel, and Leonard Seltzer, of Detroit, was chosen chairman of the house of delegates, with Ambrose Hunsberger, of Philadelphia, as vice-chairman. E. F. Kelley, of Baltimore, was re-elected secretary, and C. W. Nolton, of Newark, N. J., treasurer. Candidates for the other offices will be elected by the members by mail. They are:

President: F. W. Meissner, La Porte, Ind.; George Judisch, Ames, Iowa; Daniel F. Jones, North Dakota.

First vice-president: W. P. Porterfield, North Dakota; A. W. Pauley, St. Louis; Charles J. Clayton, Colorado.

Second vice-president: Sam A. Williams, Alabama; Ed Zoeller, North Dakota; W. N. Zeigler, South Carolina.

Members of the House of Delegates: M. C. Christensen, Chicago; M. A. B. Demming, Baltimore; R. P. Fischelis, Trenton, N. J.; S. L. Hilton, Washington, D. C.; C. W. Johnson, Seattle, Wash.; J. A. Koch, Pittsburgh; Edward Spease, Cleveland; L. L. Walton, Philadelphia.

The convention adopted resolutions submitted by the Legislative Committee favoring "strict enforcement of all prohibition laws." Ambrose Hunsberger, of Philadelphia, assistant prohibition enforcement officer, is chairman of this committee.

Other important resolutions adopted were: For legislation affecting the quality and efficacy of cosmetics; authorizing the headquarters committee to advertise for preliminary drawings of the association's new home in the national capital; favoring a membership campaign; opposing subsidized advertising; against opening drug stores in communities where there are already enough stores; for conformity in laws for labeling poisons and dangerous drugs; for observance of Pharmacy Week; to modify regulations on the sale of narcotics; to permit the refilling of subscriptions by telephone call of reputable physicians.

The special committee reported that the proposed consolidation of the American Pharmaceutical Association and the National Retail Druggists' Association is not feasible at present. But the committee recommended closer co-operation, especially for registration of pharmacists and securing proper legislation.

The Committee on Legislation and Education reported that fifteen States have no registration laws. The Committee on Proprietary Medicine reported that complaints against certain products had not been sustained.

The convention recommended revision of teaching methods in colleges of pharmacy to embrace drug store economics or commercial pharmacy, a plan developed by Prof. Anton Nogstad, Jr., of the St. Louis College of Pharmacy. The new feature would cover the best systems of keeping books, advertising, taking inventories, stock and store arrangement, trade customs, selling methods, price adjustment, and so on.

The next convention will be held in Poland Springs, Me., the 1929 convention in Los Angeles, and the 1930 in Washington, D. C. The new home probably will be completed in time for the last named convention. Denver and Toronto asked for the next meeting, but the former has no chance until 1931 and the latter until 1932.

Hairdressers Meet in Cleveland

*Stormy Convention Results in Withdrawal of Local
Body from National Organization—
Godefroy Again President*

CLEVELAND, Sept. 2.—Outstanding features of the seventh annual convention of the National Hairdressers' Association at the Hotel Statler, this city, during the week ending today were the 100 different exhibits by manufacturers of beauty parlor and hairdressing equipment and products, the large attendance of delegates from every section of the country and a "break" between the national body and the Cleveland unit which withdrew in a body from the convention on the third day.

However, the national body won in the show down, because Charles W. Godefroy, of St. Louis, president, was re-elected, as well as T. Paul Titus, of Cleveland, general counsel for the organization. These two men were a storm center when friction started.

Visiting delegates were stunned at the action of the Cleveland unit, which had worked hard to obtain the big convention and acted as host to the visitors.

Mr. Godefroy attributed the action of the Cleveland unit to personal grievances. The withdrawal of the Cleveland unit was officially announced by Miss Sarah K. Roach and Miss Helen Milner, after leaflets questioning the policies of the national body and authority of the officers had been circulated among the delegates.

Reasons given for the withdrawal were presented by Miss Betty Butte, president of the Ohio Hairdressers' Association, she explaining that "practically all the policies of the National" ran counter to the wishes of the Cleveland unit. She stressed the National's propaganda against the barbers.

"The barbers do not bother us, and we don't bother them," she said. "We want to live in harmony with them."

Mr. Titus was the object of the most severe attack in the formal resignation of the Cleveland group. Mr. Godefroy's position as president was questioned on the grounds that he is a wholesaler.

The stand on cosmetic legislation was opposed on the ground that it is a manufacturers' problem, not one in which owners of hairdressing shops are much interested. Violent arguments were made during the friction and terminated when the delegates, except those from Cleveland, voted confidence in the national officers. Mr. Godefroy announced that steps will be taken to organize a new local in Cleveland.

The formal resignation of the Cleveland unit, which was demanded, was accepted at the closing session, but a grievance committee authorized the previous day never came into existence.

Mr. Titus contends that hairdressing shops and barber shops are wide apart in their functions.

"There can be women barbers and men hairdressers," said he, "but no barber can be at the same time, in the same shop, a woman's hairdresser and a beauty culturist.

If barbers get this desired monopoly, it will not be long before they will raise their prices for the services to women and thereby gouge the general public. A barber shop is a man's retreat and should properly purvey to his tonsorial needs alone."

Mr. Titus operates the largest beauty culture school in Ohio in Cleveland.

Sculptures in hair, carved with comb and tongs, were created by 18 artist hairdressers before a packed ballroom when the American Styles Creation Show was staged. Five were chosen as the new American styles for 1928 by three judges, following the final banquet at the hotel.

First in favor was the coiffure of Isabel Spencer, of Pittsburgh, whose golden hair was parted on the right and softly waved over each cheek. A lock by one ear was used to cover the bob at the nape of the neck. A rose was fastened behind the left ear.

Interlaced waved pieces caught with a lily of the valley ornament formed the back view of the second winner, Miss Ceora Monnin, of Cleveland Heights.

The consensus of leading hairdressers was that tresses will be worn longer and the "boyish bob," which banishes the feminine phase of maids, is doomed to fade.

Much interest was shown in a new permanent waving machine which was shipped from New York City in an airplane to the booth operated by the C. Nestle Company. The machine was invented by Charles Nessler, Jr., son of the president of the American Master Hairdressers' Association.

Eighteen cities competed for the 1928 convention and Boston won.

Other officers elected included: Mrs. Pearl Newman, San Francisco, first vice-president; Reginald Carles, Portland, Me., second vice-president; Elizabeth A. Ollis,

Worcester, Mass., third vice-president; Louis Ernst, New York, secretary; Emil Rohde, Chicago, financial secretary; Harry M. Spiro, New York, treasurer; Mario Campana, Long Beach, Cal., historian.

The following trustees also were re-elected: Paul Duerr, Albany, Jeanette M. Hayes, Chicago, and T. P. Titus, Cleveland. New trustees elected were: I. N. Negrescow, Chicago, and Clara MacGregor, Kansas City.

The following is a list of the exhibitors at the convention: *The American Hairdresser*, Paragon Laboratories, Inc., Marinello Co., Inecto, Inc., Eastern Laboratories, Inc., Gibbs & Co., E. Fredericks, Inc., Koken Companies, Halliwell-Shelton Electric Co., J. W. Marrow Mfg. Co., Va-Per-Marcel, Inc., Martin Bros. Electric Co., Rapidol Distributing Corp., Cleveland Academy of Cosmetology, Hyman & Oppenheim, Consolidated Hair Goods Co., E. Burnham Products Co., H. Schwerner & Co., Le Mur Co., Janie

(Continued on Page 416)



C. W. GODEFROY



E. Burnham Products Co. has been incorporated with offices at 180 North Wabash avenue, Chicago. The new company has taken over a part of the business of E. Burnham, Inc., Chicago, comprising the manufacture of E. Burnham Kalos Toilet Requisites and the operation of the licensed Burnham shops plan. E. Burnham, Inc., will continue to operate the hair goods, retail and school branches of the business and the two companies will be closely allied in the conduct of their affairs.

Officers of E. Burnham Products Co. are Gerald Burnham, president; Harold Burnham, vice-president, and Raymond Burnham, secretary-treasurer. Officers of E. Burnham, Inc., are Mary Burnham, president, and Julian Burnham, secretary-treasurer. Offices of the latter company will be maintained at 138 North State street, Chicago.

C. C. Concannon, chief of the Chemical Division of the Bureau of Foreign & Domestic Commerce, Department of Commerce, is back at his desk in Washington, following several weeks' vacation spent in touring the Continent. Mr. Concannon returned on the *George Washington*, arriving in New York on September 9. He said that international agreements in the chemical industry are making rapid progress in Europe. Germany has found it possible to make synthetic ethyl alcohol, but there is no likelihood that it will engage in the production of this product, Mr. Concannon stated.

The courses of instruction on perfume materials and cosmetics and toilet preparations conducted by Prof. Curt P. Wimmer at the College of Pharmacy, Columbia University, New York City, will be resumed October 3 and 4.

The course on perfume materials, which is designed to aid employees of essential oil houses and perfume manufacturing plants with regard to the sources, commercial qualities, and uses of the various perfume materials, will begin on the evening of October 3. The lectures, as in the past, will be well illustrated with lantern slides and samples of the materials discussed. A systematic course in nose training will also be included and all lectures will be supplemented with laboratory work. As the number of students admitted to this course is limited, it is suggested that anyone interested in taking it communicate directly with Prof. C. P. Wimmer or with the registrar of the College of Pharmacy, 115 West 68th street, New York City.

The course in cosmetics and toilet preparations, like the course in perfume materials, is made up of lectures and laboratory work. Factors entering into the composition and manufacture of all kinds of toilet preparations are carefully explained. This course will start Tuesday, October 4.

Both courses continue for two semesters of fifteen weeks each. Further information about the courses is given in the announcement on advertising page 109.

Col. Marston T. Bogert, professor of organic chemistry at Columbia University, sailed with Mrs. Bogert on the *Leviathan* August 20 for a five months' European trip. One of Col. Bogert's reasons for his trip is his recent appointment by Dr. Nicholas Murray Butler, president of Columbia University, as First Visiting Professor on International Relations at Charles University, Praha, Czecho-Slovakia. This appointment came as the result of an invitation by the Carnegie Endowment for International Peace.

Col. and Mrs. Bogert will first visit London. They will then attend the Congress of the International Union of Pure and Applied Chemistry at Warsaw. Col. Bogert is a member of the Council of the Union. From Warsaw they will proceed to Praha for Col. Bogert's lecture on International



COL. MARSTON T. BOGERT, MRS. F. K. HUBER, COL. BOGERT'S DAUGHTER AND MRS. BOGERT ON THE LEVIATHAN

Relations. Col. Bogert is a member of the Executive Committee of the International Association of Museums of the Peaceful Arts and during his trip will visit the various industrial museums on the Continent investigating European practice in this work.

As chairman of the Chemical Section of the National Academy of Sciences, Col. Bogert is interested in the progress of industrial chemistry and will spend some time visiting industrial plants and laboratories in the countries which he visits. He will be in Paris in October as representative of the American Congress of Industrial Chemistry at the Marcelin Berthelot Centenary Celebration. He is chairman of the American committee in charge of arrangements for this event.

Col. Bogert is Director of the Research Department of the American Manufacturers of Toilet Articles and in that capacity as well as in the capacity of Contributing Editor on Synthetics for this journal, he hopes to visit some of the plants manufacturing perfume raw materials.

Under the heading "Beauty the New Business Tool," the August issue of *The Atlantic Monthly* tells of the gradual development of the idea that something more than utility is to be desired in manufactured products of various sorts, and points out that the trend toward beauty both in the products and in the factories in which they are made is a new and interesting development in American industry, although long a feature of the industries of other countries.

As pioneers in introducing this idea, the author refers to two houses well known in the toilet preparations industry. After calling attention to the fact that the new idea first arose in fashion goods and vanity products, he refers to the bottles produced by Swindell Brothers, Baltimore, and the encouragement given to strictly American designs by Richard Hudnut.

Miss Nell Vinick, who is well known to the public through her addresses on beauty topics over the radio, has announced new series which will be put on the air through station WGBS Wednesdays at 10:25 A. M. and on Thursdays at 12:10 P. M. through WRNY. The series will include discussions of beauty by famous people over WGBS and Miss Vinick's well known lessons over WRNY. Miss Vinick will be specially remembered by our readers as having delivered the radio talk on beauty at the Atlantic City convention of the American Manufacturers of Toilet Articles last May.

American Beauty Products Corporation, of New York, which manufactures cosmetics under the trade mark "New Venus," has closed negotiations for a factory building at Main and 26th streets, Richmond, Va. The initial investment is reported to have been about \$100,000 and the plant will employ about 100 workers. The managing director, P. R. Smith, is a native of Richmond.

Adam Bialecki, perfumer for Luxor, Ltd., Chicago, Ill., manufacturers of the "Krasny" line of toilet preparations, spent several days in New York City early in September, calling on the trade and renewing old acquaintances in the metropolitan market.

Mr. Bialecki indicated that business conditions in the West have generally been rather quiet, but on the whole quite satisfactory to the toiletry trade.

He states that the Krasny line which is now being offered by his company has met with considerable success and that the organization is well pleased with the progress thus far made in introducing this new and interesting line to the American public.

G. E. Esperson, managing director of Richard Hudnut's factory in Suresnes, France, who has been in the United States for some time on a business trip, sailed for home September 3 on the *Paris*.

A fellow passenger was F. J. M. Miles, perfume chemist for Colgate & Co.

R. W. Snyder, manufacturer of flavoring extracts and toilet preparations at Battle Creek, Mich., has sold his business to a company to be known as the R. W. Snyder Co. Mr. Snyder thus has severed his connection with the business, and in spite of the use of his name is not connected with the new company.

George Panopulo, general manager of Pinaud, Inc., New York City, was the recipient of a most unusual honor recently when he was presented with the Order of Knights of the Holy Sepulchre, a high decoration of the Greek Church. The decoration was presented on behalf of the Patriarch

of Jerusalem for distinguished services rendered over a period of years by Mr. Panopulo. His work in connection with the Americanization of Greek immigrants and in founding the Greek-American Athletic Club of New York, as well as his distinguished wartime services, formed the basis for the award. Only one other American has ever received this award, it having been given to the late President Harding a short time before his death.



GEORGE PANOPULO

The order is one of the oldest in existence. It was founded in 312 A. D., when the Patriarch of Jerusalem first presented it to Constantine the Great, and it has since been considered one of the highest honors in the gift of the Greek Church.

The D. B. Hansen Co., manufacturer of perfumes and toilet preparations, has moved from 1850 Ninth avenue, Oakland, Cal., to 3907 Piedmont avenue, Oakland. The new quarters are to be only temporary. The company will occupy them until next spring when it intends to build its own plant on a site in a new section of the city. The D. B. Hansen Co. does a growing business principally for export to South and Central America and the Far East.

Miro Dena, toilet articles, New York City, has just been incorporated in the state of New York for 250 shares of common stock. Attorneys of the company in this incorporation were Clark, Carr & Ellis, 120 Broadway, New York.

The Miro Dena business was founded early in the present century in Syracuse, N. Y., by Mrs. Frederick Hubbard, who was at that time in the hairdressing and manicuring business. The firm was started on a small scale but proved to be quite successful from the beginning and rapidly outgrew the demand of its original limited market.

About 1905 Mrs. Hubbard secured a divorce and resumed her maiden name, Veronica B. De Sacriwson, and in 1910 was married to Frederick K. Smith. In May, 1911, the business was moved from Syracuse to New York City, where offices were secured at 373 Fourth avenue, which is still the principal address of the company.

Mr. Smith died at Harbor Hospital, New York City, on October 7, 1925 after a heart illness of about two years, at the age of 51. Since then, the business has been conducted by Mrs. Smith as executrix of the estate of her husband and more recently as the sole owner of the business.



ADAM BIALECKI

Colonel Austen Colgate, vice-president of Colgate & Co., New York, died of heart disease on September 5 at his hunting and fishing lodge on Barnegat Bay, N. J. With friends he had been fishing the previous day and in the evening suffered a slight attack, the fatal seizure following early the next morning. Last winter an attack of the trouble caused him to give up active business. Slight attacks occurred subsequently, but his physicians were of the opinion that if he did not unduly exert himself a fatal termination would be quite some time in the future.

Mr. Colgate was 64 years of age, having been born in Orange, N. J., August 12, 1863, of colonial ancestry. After graduating from Yale in 1886 he entered the family business of manufacturing perfumery and soap and in 1896 he became a director of Colgate & Co. Later he was made a vice-president, which position he retained until his death, his duties consisting of having charge of production in the Jersey City factory of the company.

Although Mr. Colgate was assiduous in his devotion to his life long occupation until last winter, he found time to take an active interest in educational, political and other affairs. He was a member of the famous old Troop A of the New York National Guard and was commissioned a colonel later in the New Jersey State Militia when he became a member of the Governor's staff. He served under Governor John Franklin Fort, and under President Woodrow Wilson when the War President was Governor of New Jersey.

In legislative matters Mr. Colgate served several terms as an Assemblyman from Essex County and later was elected to two terms as State Senator from that county. Repeated efforts were made to persuade him to accept the Republican nomination for Governor of New Jersey, his personal popularity and business acumen, as well as extensive knowledge of public affairs, having marked him as a desirable incumbent for that important office. These and other political honors he was unwilling to accept. But he did serve as president of the Taft League of New Jersey, as a member of the National Advisory Board and as Deputy Adjutant General of the National Guard.

Welfare work interested him greatly and last May Mr. Colgate and his family contributed \$200,000 toward the \$2,000,000 Orange Memorial Hospital campaign. He also contributed generously to the other various community enterprises, sponsoring free band concerts in Orange Park, a free public playground for children and numerous other welfare projects. Every July Fourth he invited the neighbors and their children to the grounds about his home at 491 South Center street, where he provided elaborate displays of pyrotechnics.

Educational matters served to interest him. He was a trustee of Colgate University, Hamilton, N. Y., an institution aided by his ancestors and named for them. Last June the university conferred on him the degree of Doctor of Laws.

Mr. Colgate was a member of the Yale University and

Railroad Clubs of Manhattan, the Jersey City Rotary Club, the Downtown Club of Jersey City, the Essex County Country Club, Hope Lodge, F. & A. M., of East Orange, the Jersey City Consistory of the Scottish Rite and Salaam Temple of Newark.

He did not marry. He is survived by three brothers, Sidney M., with whom he resided in Orange; Russell, of West Orange and Gilbert, of New York.

Funeral services were very largely attended on September 8 at the North Orange Baptist Church, the Rev. Dr. Joseph C. Hazen officiating. Dr. Martin H. Ittner, of Jersey City, was one of the honorary pallbearers. The notables present included high public officials, legislators and judges, as well as other prominent citizens.

The great Jersey City factory of Colgate & Co. was closed on the day of the funeral, as a mark of respect.

The will, to be filed soon, contains cash gifts amounting to \$675,000, the public bequests being as follows:

Welfare Federation of the Oranges, \$250,000; Peddie School, \$125,000; Jersey City Y. M. C. A., \$125,000; Jersey City Y. W. C. A., \$125,000; North Orange Baptist Church, \$25,000; Yale University, '86 Class fund, \$25,000; Y. M. C. A. of the Oranges, Camp Kittatinny and all other lands and buildings in Sussex County owned by Mr. Colgate. Gifts are made to the immediate family and other relatives. All taxes on bequests are to be paid by the estate.

The executors are: Russell Colgate, a brother; S. Bayard Colgate, a nephew, and Adelbert A. Kenyon, secretary.



THE LATE COL. AUSTEN COLGATE

V. Vivaudou, Inc., reports for the six months ended June 30 profit of \$790,323 after expenses and depreciation, but before Federal taxes, comparing with \$776,544 in the first half of 1926. For the June quarter profit was \$275,014 before Federal taxes, against \$515,309 in the preceding quarter and \$306,668 in the second quarter of the previous year.

The company has declared regular quarterly dividends of 75 cents a share on the common and \$1.75 a share on the preferred. Common dividend is payable October 15 to stock of record September 15, and preferred November 1 to stock of record October 17.

The report of the Bon Ami Co. and subsidiaries for the six months ended June 30, shows net profit of \$607,914, after taxes and depreciation, as compared with \$541,075 in the first half of 1926. These earnings if applied directly to the class A shares are equivalent to \$6.07 a share earned on 100,000 no par shares, against \$5.41 in the first six months of the previous year.

Under the participating provisions class A stock is entitled to \$2.78 a share and class B \$1.65 a share on the 200,000 no par value shares of this issue, as compared with \$2.45 a share on class A and \$1.47 a share on class B in the first half of 1926.

The Economy soap plant at Dayton, Ohio, has been sold to G. H. Sharter, wrecking contractor, according to press dispatches from the Ohio city. Mr. Sharter will remodel the plant and will hold it for investment purposes.

Paul Levy, of Ben Levy Co., Boston, Mass., sailed from New York on the *Ile de France* August 20 for a visit to Paris and the French cosmetics production centers.

J. Goldstein, managing director of the United Drug Stores of Egypt, with general offices at Cairo, arrived in New York on the *Berengaria* August 26 for a visit of three weeks to the American trade. He was joined in New York by Mrs. Goldstein, who has been spending several weeks at Ferndale, N. Y., on vacation. Mr. Goldstein left Cairo about three months ago, visiting Germany, Paris and London before sailing for New York. He will again stop at Paris for a few days on his return. He speaks very interestingly of the drug and toilet preparations trade in Egypt, where his firm represents E. R. Squibb & Sons and is also the largest importer of the Pinaud line of toilet preparations.

Herbert Skinner, president of the Pharmaceutical Society of Great Britain, and Thomas Marns, a member of the society's council, are visiting the United States and Canada. This is the first time that a president of the society has been in Canada or the United States during his term of office. Their itinerary includes Montreal, Toronto, Niagara, Buffalo, Detroit, Chicago, Washington, Philadelphia, New York, and Boston. They are visiting the druggists at each of these places and studying Canadian and American drug factories. They will return home on the *Cedric* from Boston on September 25.

L. O. Koons has been appointed general advertising and sales manager of the Paris Toilet Co., Paris, Tenn., manufacturers of Golden Peacock toilet requisites. He was formerly assistant sales manager of the Plough Chemical Co., Memphis. More recently he has had charge of sales promotion of the Cannon Chemical Co.

Charles W. Haviland, for 21 years toilet sales territorial manager at Philadelphia and for nearly forty years in the employ of Colgate & Co., in various capacities, retired from active business recently. Mr. Haviland was born in Brooklyn in 1862 and at the age of 17 started his business career in a dry goods store in that city. Later, he became acquainted with some of the Colgate officials and at the age of 26 entered the employ of the company as a salesman. After several years on the road for the company he was assigned to the New Jersey territory and in 1906 was made territorial manager of the Philadelphia district. During his many years with the company, Mr. Haviland has seen many changes in sales and distribution methods of which he talks most interestingly.



CHARLES W. HAVILAND

The second Walgreen drug store in New York City, located in the Flatiron Building, Broadway and 23rd street, was formally opened on September 6. Full page advertisements in the morning papers announced a large number of articles at reduced prices and a box of useful toiletry gifts was given free to each purchaser of goods worth \$1 or more. The store was crowded during the day.

Fredk. H. Leonhardt, vice-president of Fritzsche Brothers, Inc., New York City, accompanied by Mrs. Leonhardt and their two children, returned to New York on the *Berlin* September 10 from a three months' visit to Europe. Much of their time was spent touring by automobile through southern France, northern Italy, Switzerland and Germany. They were in Cannes during the early days of the *jasmin* season and visited several plants and saw the manufacture of concretes, pomades, etc.

Dr. E. Gunther who is on the staff of Fritzsche Brothers,



RIGHT TO LEFT: MR. AND MRS. F. H. LEONHARDT AND DR. E. GUNTHER

Inc., in New York as research chemist, is spending several months in the south of France supervising the production of floral products for his firm. The accompanying photograph was taken by the Editor.

Miss June Lillian Hage arrived September 2 at the Bay Ridge Sanitarium to gladden her parents, Mr. and Mrs. Doane Hage, of 6812 Madeline Court, Brooklyn.

Mr. Hage is the New York representative of the Arthur Colton Co., of Detroit, Mich.

The Lifol Co., Tulsa, Okla., manufacturer of Lifol tonic shampoo, has appointed the Stanley H. Jack Co., Inc., to direct its advertising account.

W. W. Robertson, general manager of the Orford Soap Co., has entered the Republican contest for nomination as selectman at Manchester, Conn.

Mr. Robertson, in addition to being manager of the Bon Ami plant, takes an active interest in civic affairs. He is president of the board of trustees of the Manchester Memorial Hospital, a director of the Manchester Trust Co., member of the board of directors of the Eighth School and Utilities District and vice-president of the Manchester Chamber of Commerce.

Arthur E. Wares, who has been engaged in the manufacture of toilet preparations, medicinal products and flavoring extracts for more than 26 years, has organized his own company at Warsaw, N. Y. The name of Mr. Wares' firm will be The Wares Co., manufacturing chemists.

Mr. Wares is well known to our readers as a specialist in vanilla, having been connected with the Vege-Lene Co. since 1900. He was one of the organizers of that company. In forwarding his subscription to this magazine, Mr. Wares says that he does not wish to do business without its assistance.

Meyer Bros. Drug Co., St. Louis, celebrates this month the 75th anniversary of its founding. It was in 1852 that the late Christian F. G. Meyer secured an interest in a retail drug business in Fort Wayne, Ind. This was the parent concern of the present great Meyer Bros. organization.

The founder was born in Germany but immigrated to America at the age of 17, arriving in New Orleans in 1847.



CHRISTIAN F. G. MEYER

He moved to Fort Wayne and five years later established himself in business. In 1857 he admitted his brother to full partnership under the firm name of Meyer & Bro. The firm prospered to such an extent that a wholesale department was soon started. This increased very rapidly and it was not long before the territory near Fort Wayne became too restricted for the volume of trade desired.

Realizing that St. Louis formed an ideal distributing center for drug products, the firm established in 1865 the present St. Louis house. At about the same time it was found necessary to establish a New York office and warehouse in order to keep in touch with primary markets of the United States and foreign countries. In 1879 a branch office was opened in Kansas City and in 1887 another branch was started in Dallas, Tex. Two years later business had grown to such proportions that it was believed expedient to incorporate under the name of Meyer Bros. Drug Co. Since that time, there has been a steady growth and expansion until the company has reached the enviable position of being known as one of the largest wholesale drug companies in the world.

The control of the company and its policies has always rested with the Meyer family, the present head of the company, Carl F. G. Meyer, being son of the founder, and having associated with him three brothers, Otto P. Meyer, first vice-president; Adolph C. Meyer, third vice-president, and Gustave J. Meyer, secretary.

In addition to its principal line of business, the Meyer Bros. Drug Co. also manufactures proprietary remedies, and a line of perfumes and cosmetics marketed under the trade name of "Imperial Crown."

The perfume department, which has shown rapid progress since it was established in 1885 is in charge of E. F. Helbig.

The company also publishes a very interesting house organ which has grown to be a real trade magazine. It is published monthly under the title of *Meyer Druggist* and is now in its 48th year. This magazine is conducted and edited by S. B. Simpson.

Present officers of the company are Carl F. G. Meyer, president and general manager; Otto P. Meyer, first vice-

president; S. B. Simpson, second vice-president; A. C. Meyer, third vice-president; John C. Vaughan, treasurer; Gustave J. Meyer, secretary; and E. J. Habegger, assistant secretary-treasurer.

Coty, Inc., New York City, reports for the second quarter of the year a net income of \$401,794 after depreciation and Federal taxes, equivalent to \$1.30 a share on its no par stock. This compares with \$653,927, or \$2.11 a share, earned in the previous quarter and \$383,023, or \$1.24 a share, earned in the second quarter of 1926. The net income for the first half of 1927 was \$1,055,721, or \$3.41 a share, against \$1,012,201, or \$3.27 a share, in the first half of 1926.

The Associated Laboratories, Inc., manufacturing toilet preparations, has leased the entire third floor, 10,000 square feet, at 27 to 33 West 20th street, New York City.

J. R. Smith has purchased a two-story building suitable for a plant at Traverse City, Mich. and will shortly move his toilet articles factory to that city. Mr. Smith's company is the successor to the Youth's Own Products Co., Manistee, Mich. It manufactures lotions, bath crystals and facial creams under the mark "Mi-Own." The new plant is being remodeled and will be occupied by Mr. Smith as soon as alterations are completed.

The advertising account of Rigaud, Paris, Rigaud perfumes and toilet requisites, has been placed with Sackheim & Scherman, Inc., New York advertising agency, effective September 1. "Mary Garden" and "Un Air Embaumé" products are made by Rigaud.

The Boyer International Laboratories, Chicago, manufacturer of toilet preparations, has appointed the Quinlin Advertising Co., Chicago, to direct its advertising account.

When the 1927 construction program of the Long Lines Department, American Telephone & Telegraph Company, was announced, it was noted that long distance cable work was by far the largest item on the list. The more than one thousand miles of cable and related equipment to be placed this year, on which construction work is well under way, call for an expenditure of nearly half of the \$34,000,000 total involved in the year's program.

Several of the outstanding cable jobs for the current year are the Albany, N. Y.-Cleveland route, Chicago-Terre Haute



CARL F. G. MEYER



MEYER BROS., NEW ORLEANS, LA.



MAIN PLANT OF MEYER BROS., ST. LOUIS

route, Kalamazoo-Grand Rapids and Washington, D. C.-Richmond, Va., routes. Work is well under way on the Pittsburgh-Terre Haute cable which will provide another all cable route from Pittsburgh to Chicago. In addition to this current work, plans now being made call for a cable route from Richmond, Va., to Atlanta.

Nathan Kasdan, president of Majestic Metal Specialties, Inc., New York City, accompanied by Mrs. Kasdan and his sons Sol and Leonard, returned August 16 on the *Ile de France* from a three months' tour abroad. This trip included visits to the principal cities of England, Belgium, Germany, Switzerland, Italy and France. The party were in Paris when Col. Lindbergh arrived on his memorable flight. Mr. Kasdan was much impressed with the improvement in general business conditions abroad.

In the issue of *Liberty* for August 27, Eileen Bourne, beauty expert for the magazine, devoted her weekly column to perfumes under the heading "Scents and Sensibility." Miss Bourne discussed modern trends in the use of perfumes and especially the vogue of the atomizer, urging sparing use as a prerequisite of the proper effect in using extracts. Miss Bourne's column is refreshing for the freedom with which she discusses her subject and her avoidance of the too easy Paris style of writing.

Margaret Elmo, of Elmo, Inc., Philadelphia, spent several days in visiting the New York trade early in the present month.

At the meeting of the Pharmaceutical Association of the Province of Quebec, last month at Montreal, the following were elected to compose this new council:—President, Paul Leduc; First vice-president, J. W. Elcome; second vice-president, A. R. Farley; treasurer, C. G. Allard.

Edmund Hoffman, assistant district sales manager of the American Can Co., and Mrs. Hoffman have returned to New York after a vacation trip of several weeks. Mrs. Hoffman had not been in good health early in the summer and the extended trip was arranged partly on that account. Mr. and Mrs. Hoffman spent several months motoring through Northern New England, the larger share of the time being spent in New Hampshire. We are glad to report that Mrs. Hoffman returns completely restored in health. Mr. Hoffman's many friends in the trade are glad to see him back on the job again.



EDMUND HOFFMAN

C. W. Beggs, Sons & Co., Chicago, manufacturers of Marcelle Brilliantine de France, has appointed the Bisberne Advertising Co., Chicago, to direct its advertising account.

F. J. M. Miles, of Colgate, & Co., sailed on the *Paris* September 3 for a six weeks' European trip. Mr. Miles will visit Paris and Grasse in the interests of his company.

Theodore K. Shipkoff, president of Shipkoff & Co., Ltd., of Sofia, Bulgaria, arrived in New York on the *Homer* September 8 for his annual visit to his friends in the American market. While in New York, Mr. Shipkoff is making his headquarters at the offices of Shipkoff & Co. Inc., New York City, of which C. G. Euler is president. He expects to remain in the United States about six weeks, calling on the trade here and various out-of-town points.

Regarding the Bulgarian rose crop for 1927, Mr. Shipkoff



THEODORE K. SHIPKOFF

says that it was in many ways a very remarkable one. The crop, however, on account of favorable weather, was much earlier than usual beginning as early as May 8, and also on account of the hot weather during the gathering season, it lasted only 21 days instead of the usual 28.

It is Mr. Shipkoff's hope that the American perfume industry will follow the example of other branches of American industry in producing the very finest

materials which are made anywhere in the world. He can see no reason why American perfumes should not excel their foreign competitors as much as American machinery and other American products excel similar products made elsewhere in the world.

This is Mr. Shipkoff's 43rd year in the oil of rose business, and he says that he will not retire until American perfumery has been placed upon an equal basis with the perfume industries of its foreign competitors.

Edward Mallinckrodt, Sr., chairman of the board of the Mallinckrodt Chemical Co., has made another investment in downtown New York City realty. He recently purchased on his own account the five-story building at 190 Pearl street, from the Robert estate through the Charles F. Noyes Co. The Mallinckrodt interests now control a frontage of 47 feet on Pearl street and 59 feet on Maiden Lane, being owners also of 192 Pearl street and abutting property at 116-120 Maiden Lane, forming an L around the southeast corner.

The transactions are understood not to involve any change of offices or site of operations of the company.

Dorothy Cocks has become director of advertising and sales promotion of the Marinello Co., New York, toilet preparations. She was formerly advertising manager of Elizabeth Arden, New York.

George R. Marek, for the last four years advertising manager of the Northam Warren Corporation, New York, has been made assistant to the production manager of Frank Seaman, Inc., New York advertising agency.

Sir Alfred Mond, chairman of Imperial Chemical Industries, Ltd., of London has been elected president of the British Chemical and Allied Employers' Federation.

Nymfau Co., manufacturer of toilet preparations, New York City, has increased its capital stock, according to papers filed at Albany, from \$10,000 to \$100,000.

On advertising page 108 the George G. Rodgers Co., Springfield, Ohio, makes an interesting announcement regarding its recent reorganization. The company also announces the opening of offices in Chicago in charge of Cooper & Shuesler, 80 East Jackson boulevard, and in New York in charge of Sewell Corkran, 30 East 42nd street. Both of these new representatives will be glad to describe the Rodgers line of machinery to those in the trade who are interested in it.

A new vanity case, shaped like a cigarette lighter, is being placed on the market by E. & J. Bass, Inc., New York, and advertised in newspapers and magazines. This advertising is directed by the United Advertising Agency, Inc., New York.

H. C. Bartold on September 1 became sales supervisor for Pierre Lemoine, Inc., of New York, in Chicago and the Middle West territory, with which he is well acquainted. His office is at 156 West Washington street.

Previously Mr. Bartold was associated with his father, Harry Bartold, in the Middle West representation of George Lueders & Co., of New York, the latter, of course, continuing his long connection with the house of Lueders.

George Grunberg of Scientific Specialties Co., Inc., New York, sends a picture card of greetings from Berlin bearing the terse added comment: "No Prohibition here."

Bourday, Inc., Paris and New York, has appointed the United Advertising Agency, Inc., New York, to direct the advertising of its line of perfumes and cosmetics.

Maryon De Foe, New York, maker of toilet preparations, has placed its advertising account with Reimers & Osborn, Inc., New York. Magazines will be used for this account.



— Ma chère, il en a un nez!
— Oui; ça doit être le président du jury!

(« Le Rire ».)

Echoes of the recent Paris Perfumery Exposition are still appearing in the press. One of the best which it has been our good fortune to encounter is reproduced herewith. It was taken from *Le Rire*, the Paris journal of humor. The conversation between the two flappers here depicted, in free translation runs: "My dear, what a nose!"—"Yes; he must be president of the jury!"

François Amic, one of the directors of the Société Anonyme des Etablissements Roure Bertrand Fils and Justin Dupont, Grasse and Argenteuil, and nephew of Louis and Jean Roure, arrived on the *France* Sept. 14, coming direct from Grasse. He expects to spend about six weeks in the

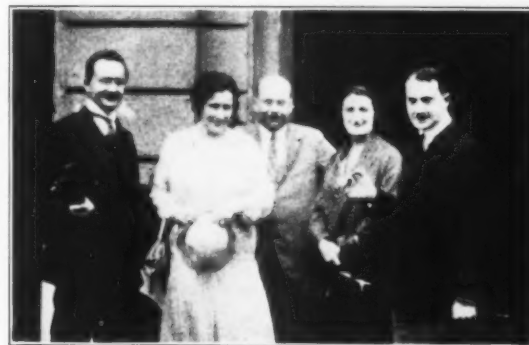
United States calling on customers of his firm as he does each year.



FRANÇOIS AMIC

Mr. Amic was accompanied by Gabriel Varvat and Mme. Varvat who expect to remain in New York for an indefinite period. Mr. Varvat, who is the brother-in-law of Louis Roure, has for several years been one of the technical collaborators with the company specializing exclusively in technical and research work. The purpose of his visit and sojourn is to place

at the disposal of his company's clientele in the United States and Canada his experience in the questions of a technical character involved in the manufacture of perfumes, powders, creams, soaps and cosmetics to whom his experience may be



LEFT TO RIGHT: GABRIEL VARVAT, MME. ROURE, LOUIS ROURE, MME. VARVAT, LOUIS AMIC.

of considerable value. He plans first to establish an experimental and research laboratory at the George Silver Import Co., 461 Fourth avenue, New York City, which is the exclusive representative in the United States and Canada of Société Anonyme des Etablissements Roure Bertrand Fils and Justin Dupont.

Sales reported by 449 Liggett Drug Stores, operated by the Louis K. Liggett Co., a subsidiary of the United Drug Co., of Boston, amounted to \$4,747,791 during August, a gain of 5.36 per cent over August, 1926. During the first eight months of the year sales amounted to \$38,007,587, an increase of 13.08 per cent over the same month last year.

John H. Neumann, of Neumann-Buslee & Wolfe, Inc., Chicago, has returned from a three weeks' automobile trip in the northern part of Minnesota. He was especially fortunate in catching many nice fish, despite the fact that fishing reports from the North have not been as interesting this season as in previous years.



GROUP OF VISITORS AT PLANT OF SCHIMMEL & CO., MILTITZ, GERMANY

During the latter part of June a series of factory lectures and a plant inspection was held by Schimmel & Co., Miltitz, near Leipzig, Germany. Invitations to attend this series were published in one of the prominent German trade magazines, but no direct invitations were sent out by the company. More than 100 members of the German perfumery and soap industry accepted the invitation and were present at the plant during the week of June 27.

They were greeted by Karl Fritzsche, chairman of the Board of Directors of Schimmel & Co., who called attention to the necessity of close co-operation between the perfumery and the raw materials industries. Dr. R. Kursten lectured on "Natural Perfumes and their Production" using the working model of the apparatus employed in the production of some of the more important essential oils.

Dr. H. Walbaum spoke on "Natural Flower Oils and their Production," entering to some extent into the scientific work which has been carried on by the company on the chemical composition of flower odors. Dr. K. T. Keller spoke on "Aromatic Drugs." Dr. D. Wiegand, director of the analytical laboratory lectured on "Essential Oils and Perfumes," giving a general summary of the important physical and chemical methods of examination and telling what data are of special importance in the examinations of these products. This lecture was illustrated with practical tests. Prof. Waldapfel described the methods of storing essential oils.

On the second day of the meeting, Dr. H. Wienhaus, professor of the University of Göttingen and director of the scientific department of Schimmel & Co., lectured on "Artificial Perfumes and Artificial Flower Oils on a Natural Base." He illustrated his lecture by actual production in an experimental way of several of these products. Dr. K. T. Keller spoke on "Fixing Agents" in which the company has recently done considerable work.

At a dinner given in the dining room of the plant in the evening, J. Schmidt, manager of Ferd. Müllhens, Cologne, made an address thanking the company on behalf of all the guests for its entertainment and the assistance which it has rendered to the perfumers. After the dinner, R. Leuteritz, of Schimmel & Co., spoke on "World Trade in Essential Oils and Perfumes" and Dr. K. Bournot, editor of the Schimmel & Co. Reports, spoke on "Trade Literature."

During the two days of the convention, the various lectures and speeches were illustrated with visits to the

sections of Schimmel & Co.'s plant particularly applicable to the subject matter of each address. The attendance was composed of representatives of the German soap and perfume companies, many of the leaders of this industry being guests of Schimmel & Co. during the week. The accompanying picture shows a group of those in attendance at the lectures.

Following is a list of firms represented: "Acis," Feinseifen-u. Parfumerie-Fabrik, A.-G.; Ackermann's Spreegeist-Parfumerie; Aktiengesellschaft Lignose, Abtlg. "Angelus" Parfumerie-Distillerie; Barnangens Tekniska Fabrikers Aktiebolag, Stockholm; Dr. Behringer G. m. b. H.; Bengen & Co., G. m. b. H.; J. J. Berger Akt.-Ges.; A. H. A. Bergmann, Waldheimer Parfumerie-u. Feinseifen-Fabrik, Bergmann & Co.; Berliner Seifen-u. Sodawerke A.-G.; J. C. Bloedner Sohn A.-G.; Gustav Boehm; Fritz Brautigam; Ernst Colditz; D. Czwiklitzer; *Deutsche Parfumerie-Zeitung*; Dreiringwerke m. b. H. Kom.-Ges.; E. Dursthoff; Dr. Eicken & Co., G. m. b. H.; T. Louis Guthmann; G. Heine, O. F. Helberg, Rud. Herrmann A.-G., Fr. Hertzner jun., Carl Hoppner, Junger & Gebhardt A.-G., M. Kappus, Ernst Kittler, Kleinol-Werk, Friedr. Klein, J. G. Koscinski, Phil. Kurten, Laboratorium "Mimosa," E. Leduc & Co., L. Lechner, Leo-Werke, Leonhardt & Kruger G. m. b. H., Dr. Lettermann & Trinius G. m. b. H., Lingner-Werke Akt.-Ges., Lippmann & Haldy, Aug. Luhn & Co. G. m. b. H., Markische Seifen-Industrie, Hermann Marquardt, Maria Clementine Martin Klosterfrau; Meischner & Zierenberg Nachf., Milli-Kerzen-u. Seifenfabrik, Ferd. Müllhens, Adolf Müller, Dr. G. Hans Müller, C. Naumann, C. H. Oehmig-Weidlich, Osnabrucker Seifenfabrik Frombling, Parfumerie Badenia G. m. b. H., Parfumerie Elida Aktiengesellschaft, Parfumeriefabrik Urbania, Pelosan-Parfumerie Zeutschler, "Pharmasal" Chem. pharm. Fabrik, Puhl & Co., Otto Reichel, J. D. Riedel Aktienges., Fr. Riedtmann, Ferd. Ruckforth Nachf. A.-G., Rumbol-Seifen-Werke, Rump & Lehnert, Sanderol Ges. m. b. H., Seifenfabrik der "Gepag" Grosseinkaufs-u. Produktions-A.-G. Schroder-Schenke, Schumann & Wille, H. Schwarz, J. & S. Stempniewicz, O. E. Steuer, Victor Stockhausen, Stoeckel & Brinkmann, Bruno Storp, A. Thierack, Komm-Ges., B. Triebler & Co., G. m. b. H., E. A. Uhlmann & Co., "Victri" Akt.-Ges. für Parfumerie-u. Seifenfabrikation, Dr. Herm. Albert Weber, Winkelhausen-Werke, A.-G., Victor Wolf, F. Wolff & Sohn, G. m. b. H., Caser Zing, Dr. Zinsser & Co., Chem. Fabrik.

Robert Wotherspoon, Jr., ten years old, son of Dr. Robert Wotherspoon, chief chemist at the Newark plant of the Orbis Products Trading Co., was run down by an automobile on Union street, Brooklyn, N. Y., on September 9 and died within an hour at the Methodist Hospital in that city.

Dr. Wotherspoon, who has been connected with Orbis Products Trading Co. ever since its organization, and was formerly with the National Aniline & Chemical Co., has been associated with our industries for more than 25 years.

M. G. Guthrie, who was formerly traveling in the South and Southwestern states for the National Aniline & Chemical Co., and who has had many years of practical experience as a manufacturing chemist, is now going to travel in the same territory for Neumann Buslee & Wolfe, Inc.

Mr. Guthrie will find it exceedingly interesting to meet many of his old acquaintances and in associating with Neumann-Buslee & Wolfe, Inc., he will feel like rejoining an old family, as all of the principals were formerly connected with the National Aniline & Chemical Co.

The interesting process involved in the manufacture of seals and labels by John Horn, New York City, was shown at the National Graphic Arts Exposition in Grand Central Palace, New York City, September 5 to 17.

One of Mr. Horn's automatic seal and label presses in actual operation printed, embossed, cut out and counted in one impression labels at the rate of 35,000 daily. Printed matter distributed at the booth carried three samples of Horn labels.

It is interesting to note also that the paper used on the machine was manufactured by Louis Dejonge & Co., New York City, who also had an exhibit to demonstrate the Perfection Ruling and Printing Machine for which they are distributors.

F. S. Reigel, well known in railway and traffic circles, has accepted a position with the Rossville Co., of Lawrenceburg, Ind., as general traffic manager. Mr. Reigel's headquarters will be at the principal offices of the company at Lawrenceburg, and he will have complete charge of the shipping and traffic department of the Rossville Co. He has had many years experience in traffic and railway work, having served for some time as general freight agent of the Southern Railway System Lines, with headquarters, at Cincinnati, Ohio. His appointment to his new position with the Rossville Co., dates from September 1.



F. S. REIGEL

The Phoenix-Hermetic Co., of Chicago and New York, in an announcement on advertising page 152 calls attention to the neat booklet on "Increasing Sales" which it has prepared for distribution to users of glass containers and metal caps. The subject is cleverly presented by the author, H. J. Higdon, and an illustration gives a comprehensive idea of samples of the hundreds of designs in decorated metal caps recently produced by the company.

Romer Drug Co. has extended its storage and display facilities at 477 Broadway, New York City, in order to serve its customers more completely. The announcement of the company appears on advertising page 96.

François Goby-Tombarel, of the Société Anonyme Tombarel Frères, Grasse, France, arrived on the *Ile de France* September 6 for a visit of about two months to the American market. While in the United States he will make his



MR. AND MRS. FRANCOIS GOBY

headquarters with Orbis Products Trading Co., New York City, the American representative of his company.

Mr. Goby has spent most of his time studying conditions surrounding the sale of his products in the United States and Canada and he is a firm believer in

the idea that a knowledge of underlying conditions and of the psychology of the market is even more important to successful sales than a direct drive for business.

He is at present enjoying a brief vacation visiting Canadian friends with whom he will take an extended hunting and fishing trip. He expects to visit various important centers of distribution of perfume materials before returning to New York.

The accompanying photograph of Mr. and Mrs. Goby was taken at Grasse during the Editor's recent visit there.

We have received a card from Walter Mueller, secretary of Morana, Inc., who has been spending a well earned vacation in the White Mountains. The card shows a view taken from the summit of Mt. Washington and proves that as usual Mr. Mueller is hitting the high spots.

Saturday, September 3, marked the 45th anniversary of the establishment of the first electric light plant in New York City. This plant was located at 257 Pearl street, and designed by Thomas A. Edison. A table adorning the walls of the building which is the present warehouse of Magnus, Mabey & Reynard, Inc., manufacturers and importers of essential oils, commemorates the event. Mr. Edison has been personally present in company with many of the executives of the New York Edison Co. at each event. In 1932, which will mark the 50th anniversary, an extensive program is contemplated.

Charles A. Swan, president of Antoine Chiris Co., Inc., New York City, is spending his vacation at Big Moose Lake, N. Y., in the Adirondacks. Mr. Swan forwards us an attractive card from that pleasant spot. Louis Rapin, vice-president of the New York company, returned from France on the *De Grasse* August 30 after about three months spent at the principal offices of Etablissements Antoine Chiris, Paris and at the plant of the company in Grasse. He will be in charge of the New York office during the absence of Mr. Swan.

F. D. Jackson, Southern representative of the F. N. Burt Co., Ltd., has announced a change of address. He is now located at 51 South McLean boulevard, Memphis, Tenn.

D. B. Wilkie has been appointed head of the flavor department of Ungerer & Co., New York City. Mr. Wilkie has had many years experience in the production and sale of flavoring ingredients, both artificial and natural, and brings to his task a wide knowledge of the subject.

Frederick Wilckens, of Julius Schmid, Inc., has returned from an extended vacation spent in the Catskill Mountains where he established an enviable record on the links of the Stamford Country Club. The trip to and from the Catskills was made by automobile, another favorite recreation of Mr. Wilckens.

Ungerer & Co., New York make an interesting illustrated announcement on advertising pages 6 and 7 regarding some important improvements in their extensive warehouse, 124 West 19th street. These include a battery of glass-lined Pfau tanks as one feature of the storage department. An inspection of this up-to-date warehouse is invited by Ungerer & Co.

William Schilling, of L. A. Van Dyk, New York City, has been spending the Summer at Seaside where he has had unusual success in his favorite recreation of fishing.

Julius Schmid, president of the house that bears his name, accompanied by Mrs. Schmid, returned August 22 on the *Deutschland* from an extended trip by automobile throughout Europe which took over ten months and which totalled 30,000 miles. The journey included visits to the places of interest in France, Belgium, Spain, Germany, England, Austria and Czecho-Slovakia. While in Austria, Mr. Schmid visited his rubber factory at Wimpassing.

Mr. Schmid was impressed with the change for the better in conditions abroad, and was much interested to find the demand for American made toilet products increasing materially.

On arrival in New York, and at his office when he returned a few days later, Mr. Schmid was accorded a reception by his friends and employes, the latter giving him a large bouquet of American beauty roses.

The return trip across the Atlantic, incidentally, was the 54th transatlantic journey taken by Mr. Schmid who, of late years, has done considerable traveling on land and sea. Another long automobile tour in the United States is in prospect.

Mathieson Alkali Works, Inc., New York, announces the appointment of H. D. Honan, formerly connected with the Philadelphia district sales office, as St. Louis district sales manager. He replaces F. H. Lovenberg, who has been assigned to the New England district sales office at Providence, R. I. The changes were effective September 1.

George Cammerer, who was formerly Chicago representative of H. C. Ryland, is now representing Magnus, Mabee & Reynard, Inc., in the Chicago market. He succeeds F. T. Comstock, who has resigned to enter the chocolate business. Mr. Comstock is now in charge of the Chicago office of the Altamay Chocolate Co.

Marceau Truchi, foreign representative of the Pallas Mfg. Co., New York City, is spending some time in the United States studying merchandising and familiarizing himself with market conditions here. Mr. Truchi has been affiliated with the toilet preparations industry in France for twenty years, primarily in the supply field, and makes his headquarters abroad at 144 Avenue de Versailles, Paris. He expects to remain in the United States for some months more and during his absence his office is in charge of his brother, Daniel Truchi.

Mrs. Truchi accompanied her husband to the United States and while here they are living at 27 Hamilton Terrace, New York City.

Another announcement of the Pallas Manufacturing Co. of interest to the trade is that Harry C. Rubin, who has been identified with the company for six years in the production department, is now in the sales department, with New York City as his territory. Leo H. Brodrick, 475 Fifth avenue, New York City, has recently been appointed special sales representative for the company.

A recent issue of the New Port Richey *Press*, published at New Port Richey, Fla., announces that Warren E. Burns has lined up another star to add to the collection of notables to whom he has sold homes in that city. The latest to purchase is Gene Sarazen, the well-known golf professional, who has purchased a lot and informed Mr. Burns that he intends making his permanent home at New Port Richey.

P. Chaley, of Givaudan-Delawanna, Inc., New York City, has just returned from a visit of two and a half weeks to Stuart Bros. Co., Ltd., Montreal, Canadian representatives. Mr. Chaley spent most of his time calling on the Canadian trade and reports that he found business in Canada very good. He was especially pleased with the kind reception and entertainment which the Canadian perfumers extended to him during his visit.

The opal glass division of the Turner Brothers' Glass Co., which has been conducted at the Monongah Glass Co. plant at Fairmont, West Va., since that company was taken over by Turner Brothers some time ago, has now been sold to the Hazel-Atlas Glass Co., Wheeling, W. Va. The latter company has not taken over the plant, however, which will, as rapidly as possible, be turned to the manufacture of flint glass specialties or such other purposes as may seem advisable. The process will be moved to one of the other plants of the Hazel-Atlas Glass Co., together with existing stocks and such of the equipment as cannot be readily converted.



MARCEAU TRUCHI



JULIUS SCHMID

The Barclay Drug and Perfumery Co. has leased for a term of five years a large store in the building at the northeast corner of Dey and Greenwich streets, New York City.

Saul Davis, who for several years has been the representative of Pierre Lemoine, Inc., in the Chicago territory, has resigned. Mr. Davis is now connected as Chicago representative with the Felton Chemical Co., Brooklyn, N. Y.

The report of the American Home Products Corporation for the first half of 1927 shows a net profit of \$601,249 after Federal taxes, equivalent to \$2 a share earned on 300,000 no par shares of stock, as compared with \$502,965, or \$1.67 a share, earned in the first half of 1926.

The Commercial Solvents Corporation has declared an initial quarterly dividend of \$2 on the new no par stock, payable October 1 to stock of record September 20. This places the stock on an \$8 annual dividend basis, the same as on the old Class B stock, which is being exchanged on the basis of two shares of new no par stock for each share of Class B common.

Following our custom of previous years the AMERICAN PERFUMER & ESSENTIAL OIL REVIEW will have a booth at the Eleventh Exposition of Chemical Industries to be held in the Grand Central Palace during the week beginning September 26. It will be Booth No. 429, located on the third floor, and in addition to other facilities will be provided with a telephone connection. Our clients and readers who attend the exposition will be welcome at No. 429.

Edwin Seebach, one of the principals of Chemical Works Flora Dübendorf-Zurich, Switzerland, returned to New York late in August after several months spent in Japan and China. He has taken over the ownership of O. A. Brown Co., Inc., who have represented Chemical Works Flora in the United States for a number of years, and will continue in this capacity until further notice. Mr. Brown who has temporarily retired from active business recently sold part of his business to Pierre Lemoine, Inc., as noted in our August issue.

Through annual visits during the past several years, Mr. Seebach has become familiar with conditions in China and Japan, and although foreign houses face numerous difficulties in the Far Eastern markets at the present time Mr. Seebach was well satisfied with the results of his recent trip. He states that on account of the slackness of Japanese exports to China, due to unsettled conditions in the Flowery Kingdom, and also on account of certain internal conditions in Japan, trade in the latter country has been somewhat diminished, but Japanese business men in all lines believe that after the coronation of the new emperor next year there will be a revival. Mr. Seebach looks for a marked improvement in business conditions in China as soon as the internal warfare ceases and the disputes with foreign powers are adjusted.



EDWIN SEEBACH

American Products Co., Cincinnati, has added to its staff Jess H. Wilson, of Chicago, as sales manager of a new line of toilet preparations which the company plans to exploit. Mr. Wilson was formerly with the Pompeian company, "Kiss Proof" and "Lady Esther" organizations. He assumed his new position on September 1.

Cards have been issued announcing the marriage of Henry S. Fisher, sales manager of Capes-Viscose, Inc., this city, and Miss Alice Lillian Monahan, daughter of Mr. and Mrs. James B. Monahan, of Berlin, N. H. The happy event took place at the home of the bride's parents on September 3.



HENRY S. FISHER

Numerous friends in and out of the trade will extend the best of good wishes to Mr. and Mrs. Fisher. The couple will probably make their home at Maywood, N. J.

Aside from his successful career as a sales specialist for various corporations before he joined the Capes-Viscose company four years ago, Mr. Fisher has devoted most of his leisure time to out-door sports, such as swimming, tennis and riding. He also retains his interest in collegiate athletics, having been a member of the Cornell crew and football team.

Frederick A. Rauch, representative in Pennsylvania and the South for Magnus, Mabey & Reynard, of New York, returned on the *Aquitania* September 9 from a six weeks' trip abroad. Mr. Rauch visited relatives in Germany and called upon the firms which the company represents in the United States.

George Becker, oldest son of Henry J. Becker, Middle West representative of the same company, of New York, recently met with an automobile accident in his home town, Terre Haute, Ind. The young man is expected to fully recover.

Business embarrassments since our last report:

National Gum Co., 42 Spring street, Newark, N. J., chewing gum manufacturers. Liabilities, \$25,000; assets, \$8,000. Petitioning creditors: Peter Sterger, \$1,900; Spring Street Realty Co., \$78, and Beisler-Weidemann Co., \$40. Joseph Nedkin appointed receiver in bond of \$5,000.

Solomon Friedman, druggist, 206 Green street, Brooklyn. Liabilities, \$2,446.57, and assets of \$1,300.

Handy Razor Corporation, 1328 Broadway, Manhattan, and 705 Driggs avenue, Brooklyn. Edward Bertine appointed receiver under \$1,000 bond, by Judge Grubb. Liabilities, about \$6,000; assets, about \$2,000. Judge Moscovitz has appointed Edward Bertine ancillary receiver in bond of \$1,000.

Abraham Kuperschmid, doing business as Kuperschmid & Sons, manufacturers of fruit juices and syrups, 318 East Houston street, New York. Richard Carrigan appointed receiver under \$1,000 bond, by Judge Grubb. Liabilities, about \$30,000; assets, about \$2,000.

Samuel Levine, doing business as Samart Pharmacy, 202 West 81st street, Manhattan, discharged from bankruptcy.

Chicago Trade Notes

A. S. Boyer, of the Boyer Laboratories, manufacturers of perfumes and cosmetics, sailed for Paris on the *Olympic*, Aug. 27, to attend the third exposition of French cosmeticians scheduled for October, at which the Boyer firm will have a booth. Louis Clement, also of this firm, sailed on the *Serra l'entana* on Sept. 3 for London, going from there by air to Paris to join Mr. Boyer.

R. J. Swing motored back to his old home town in Pennsylvania, and through the East. He expects to be gone until the first of October.

The Arabian Toilet Goods Co., now located at 223 West Erie street, report their sales during the last few months considerably ahead of the same period last year. They are developing several new items for the department store trade.

The funeral of J. Ogden Armour was held in Chicago on August 30, with a large attendance from the trade. Many beautiful floral tributes were sent by the various organizations with which he was identified.

W. W. DeFrees, Chicago manager for the Antoine Chiris Co., reports the business of the last month as being the best since he took charge of the Mid-West headquarters of the company. He has just returned from a trip through Iowa, and reports the autumn outlook also good.

The Palmolive-Peet Co., through a window display force of fifty people, have put in more than seventy-five thousand windows, according to word received from their headquarters, and more than 600 men are selling the products of the company to the dealer and jobber.

Oscar Smith, president of Parke, Davis & Co., Detroit, has sent a circular letter to all division managers of the big company denying the current rumor that the company was to be sold to the Sterling Products Co.

James W. Morrisson, president of the Fuller-Morrisson Co., has gone abroad with his family for a rest in Europe.

The Western Co. held its annual western convention at the Edgewater Beach Hotel on August 12 and 13. More than 200 retailers were guests of the company during the meeting. On October 19 and 20, meetings will be held at the Waldorf-Astoria Hotel, New York City, and the week following, the southwestern meeting will be held at Dallas, Texas, at the Hotel Baker.

The trade was sorry to hear of the death of Harry Kane, auditor of Buck & Rayner drug chain of Chicago. He died suddenly at the wholesale plant of the company, at 111 North Canal street.

Felix Lowy, vice-president of the Palmolive-Peet Co., has gone to Europe on a business trip for the company.

Tom DeVilbis, of Toledo, well known to the drug trade, has decided to run for mayor of that city.

Robert VanZant, of the Van-Ess Co., of Chicago, will soon start a campaign on a new product he has developed for the drug trade.

Euclid Snow, branch manager for Mallinckrodt Chemical Co., has moved his office to 208 West Washington street in the new Morton building.

C. K. Wellenkamp, of Pierre Lemoine, Inc., New York, was in the Chicago headquarters last month to appoint a new local representative for the company.

A. F. Hatton has resigned his connection with the Chicago offices of Houbigant, Inc., and has been succeeded by M. L. McCormick.

A large number of the managers and salesmen of the Chicago trade were away from their desks during the last month on vacations, and now that they are back again, anyone can see that business is beginning to pick up while more smiling faces are in evidence.

Louise Erich, L. Duncan and Paul M. Godehn have organized the firm of Louise, Inc., with offices at 920 North Michigan avenue, with a capital stock of \$40,000 to conduct a beauty school and sell cosmetics.

G. W. Hoffman, production manager of the Palmolive-Peet Co., has bought an estate on Locust road, and will build a fine home of English design on the ground.

The McLean Drug Co. has leased an Evanston store at Davis street and Chicago avenue and will feature cosmetics and toilet goods in the new location, as well as drug lines.

The Lambert Pharmacal Co. is planning a new line to add to its toothpaste product, and is using the trade press liberally to prepare for the new item which is expected to be ready soon.

The Union Mfg. Co., manufacturers of cosmetics, have leased a new plant with 34,000 square feet, through the Wiloughby Co.

M. C. Seeley, R. M. Shaw and Blaine Huffman have organized the Atlas Chemical Co. with a capital stock of \$50,000, with headquarters at 721½ 12th street, Lawrenceville, Ill.

Foley & Co. have sold their factory building on the north-east corner of Sheffield avenue and Wolfram street to E. C. DeWitt & Co., through Albert Wetten & Co.

Leroy Davidson, Frank B. Gorin and B. Davidson have organized the Lakgaras Chemical Works with offices at 139 North Clark street, Chicago.

The Illinois Cosmetic Co. has started a campaign for its "Il Cosmet" line of goods for the chain store trade throughout the country.

George H. Weyer, Jr., of Weyer & Co., Kansas City, was in Chicago recently on his return from the eastern markets. He reports business conditions as excellent in the southwestern territory and anticipates a good autumn business.

The following applications for membership in the Chicago Drug and Chemical Association have been received and ac-

cepted: R. A. Whidden, vice-president, Bauer & Black; E. Weber, resident manager, National Aniline & Chemical Co.; C. A. Ragsdal, Chicago branch manager, H. K. Mulford Co.; Mark A. Wallace, sales manager, Eli Lilly & Co.; Dale F. Ruedig, district manager, Eli Lilly & Co.; Edward L. Furman, vice-president, James H. Furman Co.

Fred J. Mery was elected president of the new Gordon Co. at Toledo, Ohio, which will manufacture extracts, flavors and other products in that city. The company has a capital stock of \$200,000.

The Sipo-Orange Corporation, manufacturer and distributor of extracts and orange drinks, has changed its name to the Tang Corporation of America.

The Ravol Co. has changed its name to the Beacon Chemical Co.

Harry C. Bryson, auditor for the United States Industrial Alcohol Co., pleaded guilty recently to embezzling \$50,628.08, and was sentenced to the penitentiary by Judge William J. Lindsay for from one to ten years. Bryson said he lost the money speculating in Florida land.

Four alcohol robbers were caught and one wounded when the police discovered the men trying to steal alcohol from the Oak Park Chemical Co., at Oak Park, a Chicago west side suburb.

Montgomery Carrott has joined the sales force of the New York offices of the Monroe Drug Co., of Quincy, Ill.

The Charles Arnao Co. has opened a Chicago office at 180 North Michigan avenue, and will open another office soon at Los Angeles, Calif.

The Schneider Sales Co., distributor of "Shirley" toilet products, has closed its sales offices at 150 West Austin avenue.

The trade is sorry to hear of the death of Oscar J. Bersbach, secretary and treasurer of the Manz Corporation. He died at the Mercy Hospital, after several days' illness. Mr. Bersbach was 67 years of age at the time of his death. He is survived by his daughter and son, Elmer Bersbach, who is a vice-president of the company.

The Fort Pitt Distributing Co. will build a beverage and extract plant at Louisville, Ky. W. H. Paine will have charge of the new factory.

Threatened with death unless he surrendered \$10,000 to the writer of a blackmail letter, Walter R. Kirk, Chicago soap manufacturer, was closely guarded in his Lake Forest estate early this month. The letter demanded \$10,000 be placed beneath a walk along the Waukegan road near his home.

Soap was put to a new use by an unfortunate youth who recently ended his life in a furnished room in New York City. Before he turned on the deadly illuminating gas he used a piece of soap to inscribe his name, age and address on the mirror in the room.

IN MEMORIAM FOR DEPARTED FRIENDS

ANTRAM, HARRY A., sales manager for the F. N. Burt Co., Ltd., Buffalo, N. Y., September, 1922.

BOMPARD, PIERRE-AUGUSTIN, essential oils, Nice, France, at his home in Antibes, September, 1924.

BRUNS, WILLIAM H. A., of the Metal Package Corporation, Brooklyn, September, 1919.

BUEDINGEN, W. L., head of William Buedingen & Son, boxes, New York and Rochester, September, 1919.

COLGATE, RICHARD MORSE, of Colgate & Co., New York, at West Orange, N. J., September, 1919.

COLLET, EDWARD H., perfumer, at Saranac Lake, September, 1923.

CRUSSELLAS, RAMON, founder of Compania Nacional de Perfumerie, Havana, Cuba, September, 1921.

DODGE, FRANCIS E., honorary president of Dodge & Olcott Co., Rumson, N. J., September, 1926.

GARAHAN, LEO M., proprietor of Maison Maynard, Inc., Brooklyn, N. Y., September, 1923.

GIESE, AUGUST O. L., founder of August Giese & Son, New York essential oil house, September, 1924.

HOTCHKISS, HIRAM G., president, H. G. Hotchkiss Prize Medal Essential Oil Co., Lyons, N. Y., September, 1926.

LANING, MRS. EMMA MEAD, mother of E. M. Laning, of the E. M. Laning Co., New York, at Avalon, Pa., September, 1924.

LANNEN, THOMAS E., attorney Flavoring Extract Manufacturers' Association, Chicago, September, 1921.

LAUTZ, CARL A., president of Lautz Bros. & Co., soap manufacturer, Buffalo, N. Y., September, 1925.

MORGAN, GEORGE FREDERICK, JR., vice-president of Enoch Morgan's Sons Co., soaps, New York, September, 1921.

OLCOTT, GEORGE MANN, president of the Dodge & Olcott Co., New York, September, 1917.

ROBERTSON, JOHN T., veteran Connecticut soap manufacturer, on the liner *Olympic*, September, 1922.

STECHE, FREDERICK W., Cleveland, O., head of Pompeian Co., September, 1917.

WILL, ALBERT JOHN, president, Will & Baumer Candle Co., Syracuse, N. Y., September, 1926.

Harry Burnett

Harry Burnett, treasurer of Joseph Burnett Co., Boston, Mass., manufacturers of Burnett's flavoring extracts, died August 16, in his 77th year, after a brief illness. Mr. Burnett had been associated with Joseph Burnett Co., which was organized in 1847 by his father, Joseph Burnett, since 1873, and treasurer since its incorporation in 1894.

Mr. Burnett was greatly interested in civic, church and educational affairs, having been treasurer of the Cathedral Church of St. Paul in Boston for many years and treasurer of St. Mark's Church in Southboro since 1895. He was also greatly interested in gardening and the cultivation of rare orchids.

An estate valued at \$1,010,000 was disposed of in Mr. Burnett's will, including the following bequests: St. Mark's School, Southboro, \$12,000 as a scholarship fund; St. Mark's parish, Southboro, \$10,000 for organ fund, and \$5,000 to be held in trust until \$15,000 for building a parish house at St. Mark's is acquired; \$25,000 is given as a trust fund for building a rectory at St. Mark's Church, the trustees

to get \$10,000 for upkeep of St. Mark's Church; Church Home Society of Boston is left \$2,500; there is a trust fund of \$50,000 to the trustees of St. Mark's School as an endowment fund; the Cathedral Church of St. Paul in Boston is left \$25,000; the sum of \$500 is left to Burnett Park in Southboro to be used for the care of a burial lot.

Upon the death of the last survivors of his brothers and sisters, with the exception of his sister Ruth, the residue of the stock of the Joseph Burnett Co. is to be divided equally among nephews and nieces.

The residue is left to the following brothers and sisters: Robert M. Burnett of Southboro, Waldo Burnett of Southboro, Josephine B. Kidder of Southboro, Esther Gardner of Boston, John T. Burnett of Southboro, Louise B. Choate of Southboro, and Elinor Bishop of Pasadena, Cal.

The executors are John T. Burnett and William W. Vaughn.

Mrs. Mary Eleanor Speiden

Mrs. Mary Eleanor Speiden, widow of the late C. C. Speiden and mother of C. Leith Speiden, of Innis, Speiden & Co., Inc., New York City, died on August 27 in Preston, Ont. Mrs. Speiden was Miss Mary Eleanor Wright, of Hamilton, Ont. She survived her husband by only a little over a year, Mr. Speiden having died in May, 1926, in Malvern, England, while on a business trip. Funeral services for Mrs. Speiden were held August 31 and burial was in Marshall Cemetery, Marshall, Va.

NEW INCORPORATIONS

NOTE.—Addresses are given, so far as they are available, of the incorporators. Otherwise, letters or other first class mail may be sent in care of attorneys or trust companies, endorsed with requests to "PLEASE FORWARD."

Jean Stuart Cosmetics, Inc., New Haven, Conn., authorized capital \$50,000, \$36,400 paid in, has been incorporated by John F. Murphy, Hamden; Frank J. Barry, New Haven, and Isaac C. Lewis, Stratford.

Dermilo Products Corporation, Manhattan Borough, New York City, cosmetics, \$25,000. P. Bajardi, 119 East 112th street, New York, N. Y.

Greenwich Beauty Salon, Inc., Newark, N. J., \$125,000, has been incorporated by David H. Yontoff, Newark, N. J.

Geovin Chemicals, Inc., Manhattan Borough, New York City, toilet articles, \$6,000. Finkler & McEntire, 90 West Broadway, New York, N. Y.

Association of American Dermatologists, Manhattan Borough, New York City, toilet preparations, \$2,000. W. H. Chorosh, 1501 Broadway, New York, N. Y.

Washington Nugrape Corporation, Inc., Washington, D. C., soft drinks, \$50,000. United States Corporation Co., Dover, Delaware.

Arizona Soap Products Co., Wilmington, Del., \$100,000. Corporation Service Co., Wilmington, Del.

Ludwig Scherk, Inc., Manhattan Borough, New York City, perfumes, \$25,000. H. Pressprich, 38 Park Row, New York.

Miro-Dena, Manhattan Borough, New York City, toilet articles, 250 shares of common stock. Clark, Carr & Ellis, 120 Broadway, New York, N. Y.

Sani-Shave corporation, Manhattan Borough, New York City, barbers' supplies, \$50,000 preferred stock, 800 shares of common stock. J. Baronoff, 225 Broadway, New York.

Liberty Extract Co., Manhattan Borough, New York City, fruit syrups, 100 shares common. E. Siegel, 225 Broadway.

Uzit Soap Co., Somerville, Mass., \$25,000, incorporated by T. Norman Thoburn, Beatrice G. Hatton, Somerville; Israel G. Rubin, Chelsea, Mass.

De Angelo, Manhattan Borough, New York City, beauty parlor, \$10,000. R. Aberman, 11 Park Place, New York, N. Y.

Maison Pierre, New York City, toilet articles, \$10,000. S. L. Rosenberg, 413 Miller avenue, Brooklyn, N. Y.

S. & S. Hair Tonic Co., Lexington, Ky., \$200,000, by John A. Creech, C. B. McGuire and W. C. Taylor.

Cleanerine Co., Nashville, Tenn., cleaning preparations, soap, toilet articles and cosmetics, \$2,000, by W. H. Lambeth, R. D. Herbert, Will Manier, Jr., C. W. Hale and Charles H. Warwick, 111 2nd avenue North, Nashville, Tenn.

Ritz-Carlton Perfume Corporation, Brooklyn, N. Y., \$50,000 preferred stock, 1,000 shares common. B. Austin, 302 Broadway.

L'Ame, Manhattan Borough, New York City, toilet articles, \$100,000 preferred stock, 1,000 shares of common stock. C. Rush, 141 Broadway, New York.

Mee Dee Products, Manhattan Borough, New York City, toilet preparations, 200 shares of common stock. O. H. Droege, 405 Lexington avenue, New York City.

Aldorham's Products Co., Manhattan Borough, New York City, cosmetics, \$10,000. S. R. Stark, 299 Broadway.

NEW PUBLICATIONS, PRICE LISTS, ETC.

THE AMERICAN CHAMBER OF COMMERCE FOR ITALY, Milan, has issued its annual yearbook. The book lists officers and members of the association and gives summary sketches of the developments of the year in the leading Italian industries which use American products or export their own products to the United States in large quantities.

HEINE & Co., 52-54 Cliff street, New York City, has issued a September catalogue and price list of natural and artificial flower products, aromatic chemicals and essential oils. The list gives names and prices and a brief description of the numerous articles handled by this company. Inserted is an announcement of an addition to the company's list of "Exodor" products, a natural extract of Indian moss which is a new product of the company.

THE CLEANLINESS JOURNAL is the name of a little magazine to be published from time to time by the CLEANLINESS INSTITUTE, 45 East 17th street, New York City. The magazine is devoted, as its name implies, to the general idea of cleanliness. It contains news of the activities of the institute, of local health officials in various parts of the country and numerous valuable suggestions to teachers, parents, housewives and others interested in the subject.

UNGERER & Co., New York, have issued a circular on the 1927 Bulgarian rose crop, in which they say:

"The campaign came to an end about the middle of June. An interesting article by one of the members of the French Chamber of Commerce in Sofia, Bulgaria, a distiller in the Valley of Roses, regarding the results of the 1927 crop, says:

"This year's crop of otto of rose can be numbered among the poorest that we have known for a long time. We anticipated a splendid crop, in point of quantity, as well as

quality, and hoped that the important plantations which had been started the last three years would begin to give their full yield after 1927. However, many of the old rose bushes had been torn up as the yield of otto from the flowers which remained was very poor. This was due primarily to the fact that the old rose bushes were very badly taken care of. The dead branches were not removed or the dead roots replaced so that the bushes would thrive and, as a result, the bushes used all their strength to nourish the diseased and unproductive parts.

"In addition to this, a disease which appeared in Bulgaria about two years ago again manifested itself. It was a species of *phragmidium subcorticium* (rose rust), revealing itself as a red blister on the stem, close to the bud and developed very rapidly, resulting in almost immediate and complete destruction of the rose.

"The increase in the yield, which the new plantations led us to anticipate, was partly neutralized by the very poor yield from the old bushes.

"Then, the weather, which gave such excellent promise at the outset, soon took a quite different turn, and sudden, extremely dry heat seriously affected the crop. In certain regions, notably those which are the slowest in blooming (Klissoura, Kalofer, etc.), the yield was the poorest that has been seen in many years. It normally requires 3,400 to 3,700 kilos of flowers to produce one kilo of oil, but the yield fell far short this year. (Last year was exceptional and only 3,000 to 3,200 kilos of flowers were required.) In the regions in which the roses bloom earlier (Rachmanli, Bania, etc.), an almost normal yield was obtained, varying between 3,800 and 4,000 kilos. In most of the other regions, between 4,000 and 4,500 kilos of flowers were needed to produce one kilo, and in the region of Klissoura 5,000 kilos were necessary.

"Insofar as the flowers are concerned, this year's crop was 30% higher than that of last year, while it was estimated that it would be 45 to 50% higher. The yield of oil, however, was 15 to 20% lower than that of normal years and this year's production of otto did not exceed 2,000 kilos in the whole country of Bulgaria.

"It is particularly to be hoped that the next crop will be more abundant and that a normal yield, together with an understanding between manufacturers and producers to regulate the price of flowers, will assist in repairing the damage done to one of Bulgaria's most important industries."

DODGE & OLCOTT Co., New York City, has issued its price list for September and October consisting of 32 pages and cover. In it are listed the essential oils, essences, oleoresins, synthetic aromatic chemicals, etc., for the drug, food, confectionery, perfumery and soap-making industries. An index makes the location of any item easy. An interesting fact in the booklet is that the house has a continuous record of nearly 130 years. The business was founded by Robert Bach of Hereford, England, in 1798 and from that time has continued under the following names: Robert Bach & Co., 1801; Bach & Bradish, 1821; Dodge, Cumming & Co., 1840; Dodge & Colvill, 1850; Dodge, Colvill & Olcott, 1859; Dodge & Olcott, 1861; Dodge & Olcott Company (Inc.), 1905.

THE WARES Co., manufacturing chemists, Warsaw, N. Y., which was recently organized by Arthur E. Wares, has issued a price list of its products, including flavoring extracts, pure food colors, and several toilet preparations.

THE PHOENIX-HERMETIC Co. of Chicago and Brooklyn has issued a circular describing a new line of Aluminum Screw Caps, to meet the ever increasing demand for fine metal closures.

"These caps says the circular are not of the plain aluminum finish with which you are familiar, but are decorated under a new crystal process which produces an iridescent and deeply etched effect.

"Packages with this new form of decorated closure are soon to make their appearance upon the shelves and counters of the retailer, for the progressive manufacturer of packaged products will be quick to appreciate their assistance in making sales.

"The Phoenix-Hermetic, will be glad to mail you samples if you will address them at their Chicago Office, 2444 W. Sixteenth St., Chicago, Ill.

P. R. DREYER, 26 Cliff street, New York, has issued No. 14 wholesale price list for September-October, 1927, of essential oils and aromatic chemicals for perfumers, soap makers and flavoring extract manufacturers. The catalogue consists of eight large pages giving full particulars of the offerings of the numerous manufacturers and dealers in raw materials for whom Mr. Dreyer is the American representative.

BOOK REVIEWS

(Copies of Books Reviewed in this Column, and Other Works Useful to Our Readers may be Obtained through the Book Department of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 81 Fulton street, New York.)

ONE THOUSAND WAYS AND SCHEMES TO ATTRACT TRADE, by Irving P. Fox, Octavo, Paper, 166 pages, Illustrated, Spatula Publishing Co., Boston, Mass.

The Fifth Edition of this useful book for the retailer follows the lines of the former editions rather closely. Some new matter has been inserted and some of the old matter recast. It retains, however, its character as a collection of hints to the retailer on the building up of his business, the attracting of new trade and the holding of his old customers. The contents are subdivided into convenient chapters headed: "Business Tips and Tonics," "Schemes of Different Kinds," "Schemes Clever and Odd," "Unusual and Spectacular Schemes," "Distinctive and Timely Window Displays," "Window Schemes that Paid," "Printed Advertising Matter," "Placards, Signs and Slogans," "Puzzle Schemes and Children," "Premiums, Novelties and Souvenirs," "Various Kinds of Prize Schemes," "Openings, Anniversaries and Days," "Christmas, Easter and Holidays."

YEARBOOK ON COMMERCIAL ARBITRATION, Prepared by the American Arbitration Association, Octavo, 1,170 pages. Oxford University Press, New York, 1927.

A work of considerable commercial importance is presented in this volume. In view of the ever increasing number of trades and industries in which arbitration has come to be the accepted measure for settling commercial disputes, the value of an outline of the work which has been done along this line is unmistakable. The book shows clearly how great and how rapid has been the progress of arbitration and gives a clear picture of its benefits to the numerous industries which have adopted it.

The body of the book is taken up with the work and ex-

perience of these industrial bodies and trade associations which have adopted arbitration. Even a list of these industries would exceed the limits of the space accorded to the present review. Among those allied to the toilet goods trade may be listed the bottlers' trade, food industries, import and export, paint, oil and varnish and transportation.

For those industries which have not yet adopted the plan, the annex which gives an analysis of state and federal laws on the subject and a description of the best methods of establishing arbitration tribunals, will be of great interest. Without doubt, the book will aid in the steady growth and progress of arbitration throughout the industrial structure.

PRACTICAL FLAVORING EXTRACT MAKER, Second Edition, Revised and Expanded by Ralph H. Higby from First Edition by E. J. Kessler. 12mo, 126 pages, cloth. The Spice Mill Publishing Co., New York, 1927. Prices \$3 to *Spice Mill* subscribers, \$4 to others.

The new edition of this familiar manual follows the lines of its predecessor to some extent, but it has been expanded considerably to fit modern practice and more particularly to meet the changes which have taken place in the flavoring extract industry since the arrival of National Prohibition. Several new chapters have been embodied in the work, notably one on "Solvents for Extract Manufacture" and another on "Description and Flavoring Qualities of Varieties of Vanilla Beans." The former is especially interesting in view of the search for new solvents or substitutes for those in general use.

The addition of these chapters and much other matter has increased the size of the work by nearly 40 pages and has added to its value to the manufacturer and his chemist by more than can readily be measured in pages. Other chapter headings in the new edition include "Vanilla Extracts" and "Essential Oil Extracts" much of which is new matter, "True Fruit Flavors," "Non-Alcoholic Flavorings" and many others of general interest to the extract manufacturer.

THE MYSTERY AND LURE OF PERFUMES, by C. J. S. Thompson. Published by J. B. Lippincott Company, Philadelphia.

This interesting book of 238 pages concerns itself entirely with a history of perfumes and perfumery from ancient times to the present. The writer states in the foreword that "an attempt has been made to collect some scattered gleanings of the lore associated with odors and perfumes which have been employed by various races throughout the world." It is our opinion that he has succeeded very well in his efforts. There are 32 chapters covering the origin and history of perfumes from the most ancient times and races to the use of these substances among the present day women of Tahiti, Java, Polynesia, etc. The subject matter is presented in a most interesting manner. It is not likely that anyone reading this book will lay it aside until he has read it through from cover to cover. A number of illustrations, ancient recipes and Shakespearean citations help to enliven the text and increase the interest. The book is well bound, well printed and forms a valuable addition to a collection of books on perfumes and perfumery.

C. P. W.

A Necessary Adjunct

(Dr. G. Loraine, *Lec-Et Scientific Laboratories, Toilet Preparations and Soaps, Los Angeles, Calif.*)

Your journal is to the perfumer what physiology is to psychology.

Propose Freight Rate Changes

The Southern Classification Committee has just issued its docket for hearings on freight rates in Southern Classification territory. The hearings will be held beginning September 20 at the Hotel Gibson, Cincinnati, Ohio, and beginning October 4 at the Atlanta Biltmore Hotel, Atlanta, Georgia.

The following proposals affecting the toilet preparations industry and suppliers of raw materials for the industry are found in the docket. All of the proposals are made by the carriers. No. 409, carload rate on precipitated chalk from 3rd class to 4th class. No. 1141, carload rate on camphor oil from 1st class to 3rd class. No. 1145, carload rate on citronella oil from 1st class to 2nd class. No. 1334, carload rate on sachet or toilet powder in bulk from 1st class to 3rd class. No. 1459, carload rate on sandalwood chips, from 1st class to 3rd class. No. 1534, less than carload rate on liquid soap, from 4th class to 3rd class. No. 1536, less than carload rate on talc in cans or cartons packed in barrels or boxes from 4th class to 3rd class and the less than carload rate on talc in bulk, bags, barrels or boxes from 5th class to 4th class.

Those desiring to file arguments at any of these hearings in writing must prepare and submit four copies of such arguments. Oral testimony may also be supplied.

Enforcing New Caustic Poison Act

Proposed regulations for the enforcement of the Federal Caustic Poison Act will be the subject of a public hearing on September 20 in Washington at the headquarters of the Food, Drug and Insecticide Administration, 216 13th street, S. W. The law became effective March 4, with the provision that no penalty or condemnation shall be enforced for any violation occurring within six months of its passage. Tentative regulations for enforcement of the law have been drafted by officials of the Food, Drug and Insecticide Administration.

The purpose of the law is to safeguard the users of certain dangerous caustic and corrosive acids, alkalis, and other substances by requiring that parcels, packages, or containers suitable for household use bear upon the label or sticker the word "Poison" in uncondensed Gothic capital letters of not less than 24 point type, followed immediately by directions for treatment in case of either internal or external injury.

Brooklyn's Share in Our Industries

The Brooklyn Chamber of Commerce has prepared a statement showing that this borough of New York City produces 1.7 per cent of the nation's output of manufactured products. The report gives the total value of manufactured products of 1925 as \$62,713,713,730, of which Brooklyn is credited with producing \$1,081,081,923 worth.

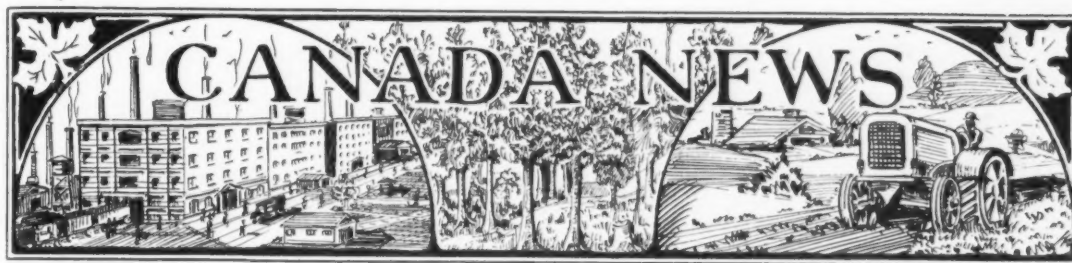
The following items relate to our industries:

	Brooklyn's Output	Per Cent Made in Brooklyn
Flavoring Extracts and Syrups.....	\$1,174,117	1.2
Perfumery, Cosmetics and Toilet Preparations	1,678,362	1.3
Soap	7,484,720	2.8

Fashion Note for 1935

"Pardon me, did you drop your handkerchief during the last dance?"

"Oh, I was never so embarrassed in my life. That wasn't my handkerchief, that was my dress."—*Wesleyan Wasp*.



Montreal

MONTREAL, Que., September 15.—Quite satisfactory business, with little or no change from conditions as reported a month ago, is the report of wholesalers and retailers alike in the Montreal perfumery and allied trades. Crop reports from the west and all other financial and industrial omens are favorable, and the outlook seems generally good for business and employment all round, and this implies a cheerful outlook for the toilet goods and perfumery trades.

The trade in Montreal in general, and members of the P. A. T. A. in particular, were shocked to learn early in September, that their president Sir William Glyn-Jones, who has been travelling in the west for about a month, had been taken seriously ill and was in Vancouver Hospital. His death was the occasion of general mourning in the trade.

Herbert Skinner, president of the British Pharmaceutical Society, and Thomas Marns, a member of the council of that society, arrived in Quebec City on August 20, starting a tour to include visits to Montreal, Toronto, Niagara Falls, Buffalo, Detroit, Chicago, Washington, Philadelphia, New York and Boston, the object of the trip being to investigate conditions in the drug business and legislation affecting it.

They both voiced strong opinions that the curtailing of price-cutting, as advocated by the P. A. T. A., was to the advantage of all parties, the consumer included, as it prevented the consumer from being overcharged on a majority of products, to make up for undercharges on a few lines sold at a loss or without profit.

Mr. and Mrs. W. G. M. Shepherd, the agent in Montreal for Colgate & Co., Ltd., left Montreal on August 19, on a trip to England.

Lord Shaughnessy, president of Canadian Industrial Alcohol, Ltd., returned to Montreal from a brief trip to Europe, on August 23.

Mrs. C. Sydney Lyman and family (of Lyman's Ltd.) returned to Montreal early in September from Magog, Que., where they have spent the summer.

A fifty page report issued by the Natural Resources Intelligence Service of the Department of the Interior, draws attention to the fact that Canada imports annually a million dollars' worth of perfumes and allied products, which could for the most part be manufactured economically at home, a great deal of them from Canada's own raw materials. It urges the development in Canada of a perfume industry such as has been developed in the United States.

(Continued on Next Page)

Toronto

TORONTO, September 15.—Word has been received of the death at Vancouver General Hospital, Vancouver, B. C., September 9, of Sir William Glyn Jones, the pivot in the P. A. T. A. movement in Canada and in England. Sir William was 58 years of age. He was a celebrated chemist and one of the world's great organizers in the business of selling drugs.

A week before his death he suffered a stroke, just as he was recovering from an illness of several weeks' duration. Soon after reaching the Pacific Coast he collapsed after addressing a group of business men at a banquet in Vancouver. Going on to Victoria he summoned enough strength to fill his speaking engagement there, but next day returned to Vancouver Hospital, where he steadily became worse.

Friends of his declare that Sir William literally died on the altar of the P. A. T. A. of Canada, of which he was the organizer. Thirty years ago in England he organized the drug business into a smooth selling system and possessed ample wealth when he took on a similar job in Canada. He delivered many addresses in American cities during the last few years and sacrificed his health to the onerous public duties of his big position. He was a barrister in England and sat in the House of Commons for many years for the Stepney division of London.

A recent Tamblin advertisement said that a rumor had come to their ears that Commissioner O'Connor, investigating the P. A. T. A., had found that organization to be a combine. This rumor could not be verified.

William Hawker, veteran druggist of St. John, N. B., recently celebrated his 87th birthday. He is the oldest member of the drug profession still actively engaged in the business.

The decrease of Canada's net debt during the fiscal year just ended was the largest in the history of the Dominion. During this past year the net national debt was reduced by \$41,896,729. The net debt of this country has risen steadily since Confederation, when it was \$75,000,000. The World War plunged Canada into expenditures which had not been dreamed of up to that time. At the commencement of the war the net debt was \$335,000,000; but the peak was reached in 1923, when our indebtedness rose to \$2,453,000,000. In one war year alone the country's obligations were increased by \$674,000,000. Since 1923 the country has been paying off its obligations, \$105,000,000 having been paid to date, saving about six million dollars in interest.

Following the cut in income tax, the total received from this source last year was \$55,000,000. Customs receipts

(Continued on Next Page)

Montreal

(Continued from Preceding Page)

J. H. Andrews, head of the perfumery department of Lyman's Ltd., was in New York the week of September 5-10, on business.

A. Martin, head of the perfumery department of the T. Eaton Co., Ltd., Montreal, has just returned to business, after a few weeks' vacation.

A burglar, or several of them, with a weakness for perfumes visited the Brunet pharmacy at St. Roch, Quebec, on August 22, during the night, and stole \$1,400 worth of goods, almost all from the perfumery department.

New companies incorporated in September include Canadian Solvents Co., Ltd., incorporated in Iberville, Que. by W. J. Kavanagh, Nicholas Allen and J. Ledone, all residents in St. Johns, Que., for the purpose of manufacturing soaps, etc. They are capitalized at \$49,000.

Drum & Drum (Montreal) Ltd. and Drum & Drum (Quebec) Ltd. both incorporated early in September, with capitalization of \$1,000 each, purpose opening in each city, a combined beauty parlor and perfumery and toilet requisite store.

The medical officer of the Quebec Provincial Department of Health, went off from the deep end in September, in his periodical *Health Bulletin* on the subject of face powders, face creams and paints. He charged that they are mostly made with the help of violent poisons, such as white lead, lead salts, sulphide of arsenic, calomel, corrosive sublimate, silver nitrate, and a long list of others. He ends up by recommending that these cosmetics be banished from every lady's dressing table. None of the local perfumery men or manufacturing druggists has taken up the argument with him so far.

Toronto

(Continued from Preceding Page)

were \$141,000,000, an increase in one year of \$48,000,000. Ordinary revenue increased \$18,000,000 last year, and expenditures were reduced.

Exports of Canadian products last year were \$1,244,000,000, of which \$405,000,000 were products of the farm.

W. E. Burns, now of Florida and formerly of New York, spent a day or two in Toronto recently calling on his friends in the soap and perfume business here.

The Gothic Hall Drug Store at London, Ont., the oldest drug business in that city, recently celebrated the 81st anniversary of its opening. It was founded by B. A. Mitchell when the city was a small-sized village, and has been owned by the Mitchell family ever since.

Finds It Helps Sales

(Harry R. Ramsey, Representative of Belgian Trading Co., St. Louis, Mo.)

I find it a very valuable book. All the trade looks forward to the next issue. It also helps sales, for if it is in the AMERICAN PERFUMER & ESSENTIAL OIL REVIEW it must be good.

CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade-marks protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we are maintaining a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT
Perfumer Publishing Co., 81 Fulton St., New York City.

PATENTS GRANTED IN CANADA

272,822.—Method of Sealing Containers. John William Sutcliffe, London, E. C. 4, County of London, England.

272,825, 272,826.—Beauty Compact. Edna Sibley Tipton, New York City.

272,966.—Container. Albert L. Nickerson, Waltham, Mass.

273,368.—Toilet Preparation. Jacob S. Berliner, assignee of Katherine M. Mackenzie, both of New York City, N. Y.

TRADE-MARKS REGISTERED IN CANADA

"Mists of the Moon," perfumery and toilet preparations. Cussons, Sons & Co., Ltd., Kersal Vale Works, Moor Lane, Kersal, Manchester, Eng.

Puff box or jewel box, elliptical in shape, with a border consisting of curves rising to a point at each end. Car' W. Austin, Toronto, Ont.

A solid blue oval containing the words: "Gold Medal" to the bottom of which is attached a red, white and blue ribbon, and representation of a gold medal bearing the words "Gold Medal," and a monogram of the letters: "N G C." Essences, extracts. National Grocers Co., Ltd., Toronto, Ont.

Package consisting of a box in which is placed a bottle containing the product, perfumes, toilet preparations and soap. Societe Anonyme Worth, 7 rue de la Paix, Paris, France.

Bottle of yellowish color with the letter "W" and the words "Vers le jour," perfumes, soaps, and toilet preparations. Societe Anonyme Worth, 7 rue de la Paix, Paris, France.

"Vers le jour," perfumes, soaps, toilet preparations. Societe Anonyme Worth, 7 rue de la Paix, Paris, France.

Canada Traces Growth of Trade with U. S.

The great growth of Canadian trade with the United States during the sixty years which have elapsed since confederation is geographically revealed in statistics issued by the Canadian Trade and Commerce Department.

The figures show that Canada's trade with the United States from 1867, the year of confederation, to 1927 increased from \$48,009,700 to \$1,167,039,099, or twenty-four times. The total trade in 1900, amounting to \$162,187,822, was only a trifle over three times as great as that in 1868. From 1868 to 1900 Canada's total trade with the United States increased \$114,178,122, or 238 per cent, while from 1900 to 1927 the increase was \$858,240,829, or 497 per cent.

The tables prepared by the government show that from an isolated community Canada has in the sixty years become a nation trading with practically every country of the world. In the volume of trade today she ranks fifth among commercial nations of the world, being exceeded only by the United States, Great Britain, Germany and France.

TRADE MARKS

Mod Stee 232,710 ORA 234,146  234,216  236,449 TWEEN-TOES 248,044 C.W. 248,718 Campana's 248,877  249,747 ISHBEL 251,044 KLEMMCO 251,143 DETERGAX 251,142 QUAKER GRAY 251,457 BABY RUTH 252,590	 176,510 Gabi 245,110 Jaspis 242,112 Arie 234,514 235,118 Nenifa 227,120+242,113  248,063 Solvex 250,405 FLORES DEL MAL 251,004 Flor de Blason 251,005 Perfume Alado 251,006  251,019 NITE CLUB 251,155 JASMINOL 251,034 Trousseau 252,032	 245,977 EN 246,969 Mistral 242,109  250,406  251,007 Odofree 251,135  251,308 Dr. Dickes SHAMPOO 251,232  251,244 LOBEA 252,434  252,379	Revue Gabi 237,123 237,136 Jaspis Gral 225,121 225,115 MONSAVON 234,742 LASCO 237,471  244,799 Italian Balm 248,976 MIDALCO 24,974 ROYAL FERN 250,994+250,995  249,308  250,122 U.S. POZOSINI 251,013 COLLEZIONE POZOSINI Amere 251,379	NO-BITE M232,115 SUNLAND 236,447 Dr. E. L. Graves Unperfumed Tooth Powder 243,059 Shadow Wave 243,633  245,250 TILEOLEUM 249,742 SUPREME SINCE 1847 248,841 JOCKEE 250,116 A B 250,287 Benso 250,334 Hando 252,522 HAIR-VIN 251,632 Glacier Bloom 252,086 TARGREOFF 251,345	Wyandotte M232,115 FINAST 240,766  247,316 MO-GROW 245,783 UPRIGHT 248,444 DENTISEPTIC 250,280 TANTALIZER 250,309 Mimikri 250,718  251,091 243,713  251,057+ 251,028  251,401	TIVOLI M232,137 LUSTEROL 235,155 HANDOLA 238,541 DANDRO SALVE 247,403 CRYSTAL WHITE 247,632 OdoNox 248,423  246,580 WATEX 248,756 KEN-L-SOPE 249,439 May Jean 249,850 Cleerface 250,991 para el otono 251,934  251,934 Peach Blow 250,346 Orgia 251,003 NOVEL 251,195 durante el invierno 251,933 VELOUTE DE REINE 250,536	Pinky Bloom's M232,449 YENHON'S WATERGLOSS SOAP 233,735 CINDERELLA 240,326 Gral Revue 242,118 242,114 A SUNLAND PRODUCT 247,395 BOROLINE 247,231 249,971  250,240 251,614  250,854 GALUMET 250,934 Vanis-Vog 252,493 Tai-Tai 217,726 A L'YANOL 251,187 237,349 el ano perfumado 252,127 en el verano 251,935
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OUR PATENT AND TRADE-MARK BUREAU

This department is conducted under the general supervision of Howard S. Neiman, consulting editor on patents and trade-marks. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four coordinate branches of the essential oil industry, viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under Act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT

Perfumer Publishing Co., 89 Fulton St., New York City.
Note—Dates given in Trade-Mark Registrations are those from which use of the mark is claimed.

TRADE-MARK REGISTRATIONS APPLIED FOR
(Act of Feb. 20, 1905)

176,510.—Star Extract Works, Inc., New York, N. Y. (1890).—Flavoring extracts.

215,977.—The J. B. Ford Co., Wyandotte, Mich. (May 13, 1899).—Cleaning and cleansing materials, soap powders.

217,726.—J. G. Mouson & Co., Frankfort-on-the-Main, Germany. (April, 1921).—Soap.

229,118, 229,120, 229,122, 229,123, 229,124, 229,125.—Paul

Peter Mulhens, doing business as Die Eau de Cologne & Parfumerie-Fabrik "Glockengasse No. 4711" gegenüber der Pferdepost von Ferd. Mulhens, Cologne-on-the-Rhine, Germany. (October, 1913).—Eau de Cologne water, perfumery, hair tonics, shampoo, pomade, etc.

232,720.—Ellen E. Duncanson, doing business as The A. C. E. Pharmacal Co., New York, N. Y. (Jan., 1925).—Preparation to check perspiration.

233,735.—John A. Horney, Cincinnati, Ohio. (Jan. 16, 1926).—Cleaning and polishing material in the nature of soap.

234,146.—Masataro Okamuro, doing business as Oka Cleaner Manufacturing Co., Los Angeles, Calif. (Jan. 1, 1926).—Liquid cleaner for woodwork.

234,216.—Katherine A. MacDonald, Hollywood, Calif. (Apr. 7, 1926).—Cold creams, face powder, hair tonic, hand lotions and liquid mascara.

234,782.—La Societe des Savons Francais, Paris, France. (Dec. 30, 1925).—Toilet soap.

235,855.—Irving Selkow, doing business as Washington Barber Supply Co., New York, N. Y. (Jan. 15, 1923).—Toilet preparations.

236,447, 236,449.—Sunland Laboratories, Inc., Los Angeles, Calif. (May 1, 1925).—Toilet preparations.

236,584.—Arden Chemical Co., New York, N. Y. (Jan., 1916).—Hair tonic.

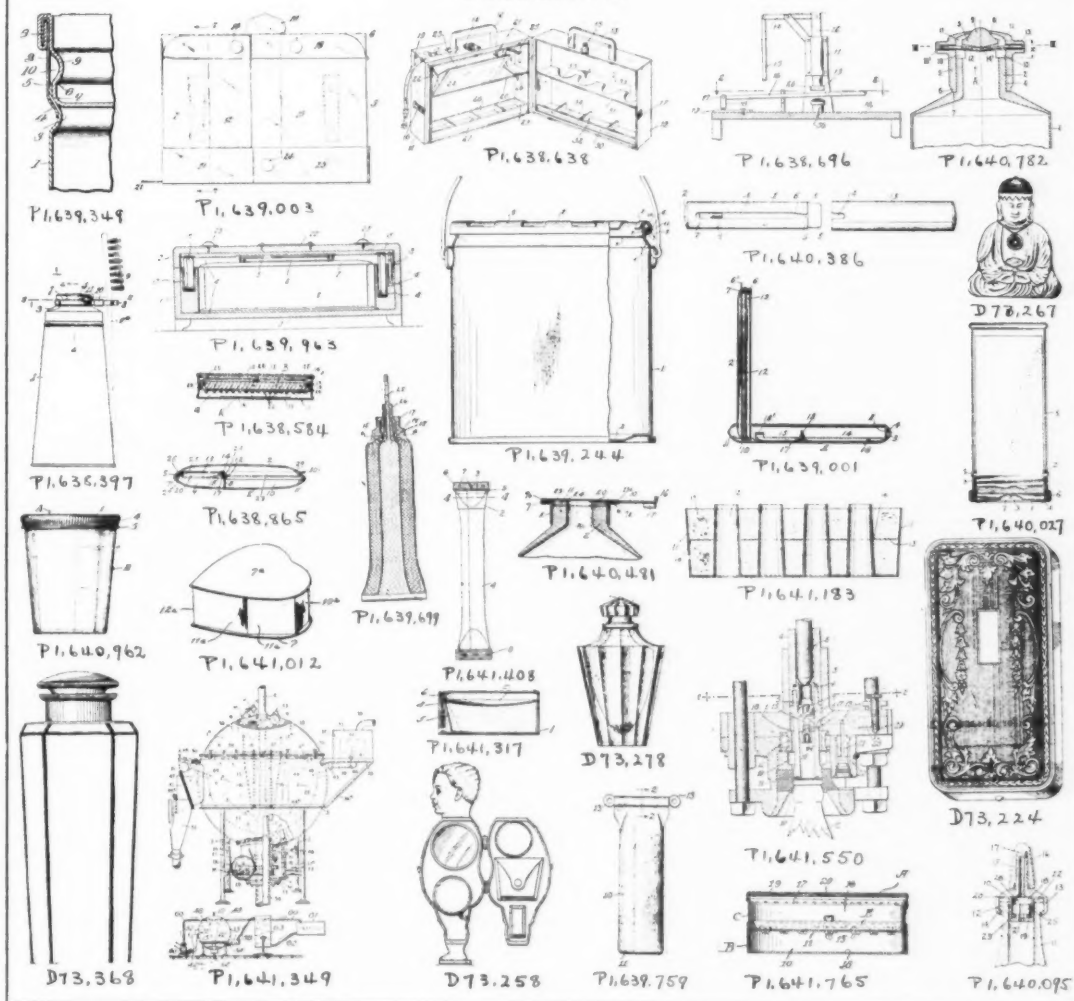
237,349.—H. B. Wood Mfg. Co., St. Louis, Mo. (Nov. 1, 1914).—Flavoring compound.

237,671.—Laundry Service Corp., Dallas, Tex. (Aug. 20, 1924).—Laundry soda and laundry bleach.

238,541.—The Armand Co., Des Moines, Ia. (Apr. 19, 1926).—Hand and face lotions and creams.

- 240,326.—William Warren, Portland, Ore. (Aug. 1, 1926.)—Vanilla and lemon extract used for flavoring purposes for foods.
- 240,966.—First National Stores, Inc., Boston, Mass. (Sept. 1, 1926.)—Extracts for food-flavoring purposes.
- 240,969.—First National Stores, Inc., Boston, Mass. (Sept. 1, 1926.)—Extracts for food-flavoring purposes.
- 242,109, 242,110, 242,112, 242,113, 242,114, 242,115.—Paul Peter Mulhens, doing business as Die Eau de Cologne & Parfumerie-Fabrik, "Glockengasse No. 4711" gegenüber der Pferdepost von Ferd. Mulhens, Cologne-on-the-Rhine, Germany. (June, 1920.)—Soaps, including toilet soaps and shaving sticks.
- 243,633.—Weaver-Jackson Co., Los Angeles, Calif. (1916.)—Shampoo.
- 243,089.—Graves & Meade & Baker Co., New York, N. Y. (Jan. 1, 1867.)—Tooth powder.
- 244,799.—Stoyanoff, Gerli & Co., New York, N. Y. (Sept., 1924.)—Toilet preparations and cosmetics.
- 245,250.—Wayne Cadwallader, doing business as Seacoast Laboratories, Sea Bright, N. J. (Jan. 10, 1925.)—Preparations in the form of crystals for laundry, toilet, household and industrial cleaning.
- 247,231.—The William A. Webster Co., Memphis, Tenn. (1909.)—Face and hand lotions, eye lotions, mouth washes, deodorants, etc.
- 247,395.—Sunland Sales Cooperative Association, Fresno, Calif. (March, 1927.)—Food flavoring extracts.
- 247,396.—Sun-Maid Raisin Growers of California, Fresno, Calif. (Nov., 1922.)—Flavoring extracts for foods.
- 247,403.—Albert Diamond, Chicago, Ill. (Apr. 7, 1927.)—Dandruff salve.
- 247,632.—The Palmolive Peet Co., Chicago, Ill. (Under 10 year proviso, 1894.)—Soap.
- 247,713.—John R. Starck, doing business as National Jewelers Supplies, New York, N. Y. (Aug., 1926.)—Liquid diamond cleaner.
- 248,044.—The Miller Laboratories, Inc., Chicago, Ill. (May, 1926.)—Antiseptic, deodorant.
- 248,063.—M. Schoepper, doing business as Parfums Dixor, Paris, France. (June 18, 1924.)—Toilet preparation in paste form for the treatment of the hands, arms and face.
- 248,423.—Odor-Nox Chemical Co., Los Angeles, Calif. (June 12, 1923.)—Deodorants.
- 248,580.—Luxor, Limited, Chicago, Ill. (Sept. 10, 1926.)—Toilet preparations.
- 248,718.—C. W. Pershall & Sons, doing business as Tri-City Grocery Co. and Tri-City Packing Co., Granite City, Woodriver, Venice, and Edwardsville, Ill. (Jan., 1921.)—Flavoring extracts for food.
- 248,736.—Wm. Walte & Co., St. Louis, Mo. (Apr. 25, 1927.)—Soap in cake, flake, powder, and liquid form, soap chips.
- 248,783.—Mo-Grow Chemical Co., Flora, Miss. (Apr. 1, 1926.)—Fair-skin ointment, skin balm, hair dressing and grower, etc.
- 248,841.—Joseph Burnett Co., Boston, Mass. (Jan. 1, 1924.)—Flavoring extracts for food purposes.
- 248,876, 248,877.—Campana Corporation, Batavia, Ill. (Under 10 year proviso. Jan. 1, 1895.)—Skin-softening preparation.
- 248,917.—The Wm. S. Merrell Co., Cincinnati, Ohio. (May 3, 1927.)—Detoxifying agent for oral prophylaxis for treatment of infections of the mouth, for use as a dentifrice.
- 249,308.—M. Wahl & Son, New York, N. Y. (Mar. 1, 1927.)—Toilet preparations.
- 249,464.—The Copps Co., Stevens Point, Wis. (June 28, 1926.)—Food-flavoring extracts.
- 249,639.—Chappel Bros., Inc., Rockford, Ill. (May 12, 1927.)—Liquid shampoo.
- 249,741.—The Midland Chemical Laboratories, Inc., Dubuque, Ia. (Dec. 1, 1925.)—Preparation of soap and other ingredients for use especially in dry cleaning.
- 249,742.—The Midland Chemical Laboratories, Inc., Dubuque, Ia. (Dec. 1, 1926.)—Cleaning preparation of pine oil, potash, and other ingredients in any convenient form for use in cleaning terrazzo or marble floors, etc.
- 249,747.—Poland Soap Works, Anniston, Ala. (May 9, 1927.)—Washing Powder.
- 249,850.—Gulf Supply Corp., Inc., New Orleans, La. (April, 1926.)—Toilet preparations.
- 250,116.—Morris Cohn, doing business as Crystal Chemical Co., Newark, N. J. (May 28, 1927.)—Soap.
- 250,122.—Abraham E. Glickman, Brooklyn, N. Y. (Sept. 3, 1926.)—Perfumes, toilet waters, facial creams, and skin lotions.
- 250,240.—D. M. Hoffecker, Boston, Mass. (Jan. 2, 1920.)—Cleansing soap.
- 250,280.—The William A. Webster Co., Memphis, Tenn. (Mar. 2, 1923.)—Antiseptic mouth washes and gargles, tooth pastes, deodorants, and antiseptic solutions.
- 250,287.—Amendola Brothers, Inc., New Haven, Conn. (May 15, 1927.)—Hair tonics and dandruff remedies.
- 250,309.—F. A. Kauffmann Manufacturing Co., St. Louis, Mo. (Mar. 10, 1927.)—Scientific cleanser in powdered form.
- 250,354.—H. Th. Bohme A. G., Chemnitz, Germany. (May 25, 1914.)—Soap preparations.
- 250,366.—Bourjois, Inc., New York, N. Y. (Mar. 20, 1886.)—Toilet preparations.
- 250,405, 250,406.—C. C. Galbraith, doing business as Galbraith & Co., New York, N. Y. (May 1, 1927.)—General cleansing and washing compound.
- 250,556.—Lesquendieu, Inc., New York, N. Y. (May 20, 1927.)—Finishing cream.
- 250,718.—Ludwig Scherk, doing business as Parfumerie Scherk, Berlin, Germany. (Oct. 1926.)—Perfumery and cosmetics.
- 250,854.—Grace Morgan, Atlantic City, N. J. (June 1, 1927.)—Preparation for promoting the growth of the hair.
- 250,934.—The Palmolive-Peet Co., Chicago, Ill. (January 1896.)—Soap.
- 250,994.—Houbigant, Inc., New York, N. Y. (June 17, 1927.)—Toilet soap and soap cream used before shaving.
- 250,995.—Houbigant, Inc., New York, N. Y. (June 17, 1927.)—Toilet preparations.
- 250,998.—Lanman & Kemp, Inc., New York, N. Y. (June 8, 1926.)—Face cream.
- 251,003, 251,004, 251,005, 251,007.—Myrurgia, S. A. Barcelona, Spain. (Oct. 1922.)—Soap.
- 251,006.—Myrurgia, S. A., Barcelona, Spain. (Oct. 1922.)—Soap.
- 251,013.—J. A. Pozzoni Pharmacal Co., New York, N. Y. (Under 10 year proviso. May 9, 1874.)—Complexion powder.
- 251,019.—Arthur T. Sinykin, doing business as Nipola Co., St. Paul, Minn. (May 23, 1927.)—Perfumes and Perfumed hair tonics.
- 251,031.—Carolyn G. Fox, doing business as Carolyn Renard, St. Louis, Mo. (May 20, 1926.)—Facial cleansing and massage creams, astringent lotions and lip salves.
- 251,036.—Heine Co., New York, N. Y. (Sept. 1, 1902.)—Perfumes and natural and synthetic oils suitable for perfumery purposes.
- 251,057.—Josephine Jaquet, Jersey City, N. J. (June 18, 1927.)—Laundry soaps, toilet soaps, shaving cream soaps, shaving soaps, etc.
- 251,058.—Josephine Jaquet, Jersey City, N. J. (Apr. 10, 1922.)—Toilet preparations.
- 251,084.—Ishbel Stewart Robertson, doing business as Ishbel Products, Los Angeles, Calif. (Jan. 5, 1925.)—A Hair dressing and rejuvenator.
- 251,094.—Vestal Chemical Co., St. Louis, Mo. (May 1, 1927.)—Liquid Soap.
- 251,138.—Hollander Bros. Drug Co., Rankin, Pa. (June 1, 1927.)—A body deodorant.
- 251,142, 251,143.—Klenzing Emulsion Co., Garwood, N. J. (May 1, 1927.)—Cleansing Emulsions and soaps.
- 251,155.—Everett F. Tawney, Winona, Minn. (June 9, 1927.)—Perfume.
- 251,157.—Zal Laboratories, Inc., New York, N. Y. (May 20, 1926.)—Depilatory preparations.
- 251,195.—Irving McEwen, Omaha, Nebr. (June 1, 1927.)—Liquid soap, toilet soap, skin soap, bath soap and shaving soap.
- 251,222.—Denver Pharmaceutical Mfg. Co., Inc., Long Island City, N. Y. (1927.)—Shampooing preparations.
- 251,244.—Renware Pharmacal Co., Manchester, N. H. (May 14, 1927.)—Antiseptic Mouth Wash and Gargle.

PATENTS



251,345.—William Kline, doing business as Kline Compounding Co., Waynesboro, Va. (June 1, 1927.)—Cleansing preparation for metal and other surfaces and for polishing the same and for cleansing textile fabrics and the hands.

251,401.—Florence N. Lewis, doing business as Elizabeth Arden, New York, N. Y. (Jan. 2, 1910.)—Toilet lotions, face and skin creams, perfumes, face powders, etc.

251,614.—Gladiator Co., Inc., New York, N. Y. (Oct. 27, 1926.)—Preparation for restoring gray or faded hair to its natural color.

251,632.—Berta M. Sadtler, doing business as Betty Warner Products Co., Chicago, Ill. (June 1, 1927.)—Hair rinse.

251,687.—Raymond H. Rodgers doing business as Quaker Gray Products Co., Philadelphia, Pa. (July, 1926.)—Liquid powder and complexion bleach, general healing cream, cough syrups, face and talcum powders, toilet creams, and dentifrices.

251,933, 251,934, 251,935.—Chas. A. Stevens & Bros., Chicago, Ill. (June 24, 1927.)—Perfume.

252,032.—Leon Cohn, doing business as Parfumerie Forest, Paris, France. (Dec. 1, 1926.)—Toilet soaps.

252,086.—Buerger Brothers Supply Co., Denver, Colo. (June 1, 1926.)—Face Lotion.

252,127.—Chas. A. Stevens & Bros., Chicago, Ill. (June 24, 1927.)—Perfumes.

252,379.—Great American Tea Co., New York, N. Y. (Jan. 1926.)—Vegetable-oil soap.

252,434.—Lobea Products Co., Jackson, Mich. (June 15, 1927.)—Powdered hand soap.

252,493.—Fred D. Adams, Waterloo, Ia. (June 1, 1927.)—Dusting powder, eyebrow pencils, vanishing cream, tissue cream, etc.

252,522.—Pep Mfg. Co., New York, N. Y. (Apr. 16, 1927.)—Powdered hand cleansers.

252,590.—Curtiss Candy Co., Chicago, Ill. (May 1, 1927.)—Soap.

TRADE-MARK REGISTRATIONS GRANTED (Act of Feb. 20, 1905)

These Registrations are not Subject to Opposition.

M232,115.—New Haven Laboratories, Inc., New Haven and Milford Conn. (Serial No. 251,787. July 1, 1913.)—Skin cream.

M232,118.—J. B. Ford Co., Wyandotte, Mich. (Serial No. 215,975. May 13, 1899.)—Cleaning and cleansing materials.

M232,137.—Garofalo Brothers, Chicago, Ill. (Serial No. 241,996. July 20, 1926.)—Food-flavoring extracts.

M232,469.—Juanita Bush, Columbus, Miss. (Serial No. 251,606. June 1, 1925.)—Hair oil, pressing oil, coconut-oil shampoo, and face powder.

PATENTS GRANTED

1,638,397. Combined Powder Container and Toothbrush Holder. Albert E. Hennen, Wheeling, W. Va. Filed Mar. 17, 1926. Serial No. 95,503. 1 Claim. (Cl. 132—84.)

In combination with a powder container having a cover with a reduced neck and having a rotatable cap embracing said cover above said neck, said cover and said cap being provided with openings adapted to be brought into and out of registering relation by rotation of said cap, of a tooth brush support carried in fixed relation to said cap whereby rotation of the latter may be effected, said support projecting outward beyond the plane of a side wall of the container and comprising resilient clamping members between which a tooth-brush handle is receivable.

1,638,584. Adjustable Powder Dispenser. Alfred J. Krank, St. Paul, Minn. Filed Aug. 24, 1925. Serial No. 51,950. 2 Claims. (Cl. 132—83.)

1. An adjustable dispenser, having a top and bottom member, said bottom member being adapted to form a compartment for loose powder, means formed in the bottom member to prevent the powder from slipping therein, a dispensing cup carried by said bottom member and an engaging surface formed on said dispensing cup to permit the rotation of the same in either direction to dispense powder through the cup from said powder compartment.

1,638,638. Combination Display and Vanity Case. Thomas J. Lewis, New York, N. Y. Filed Jan. 19, 1927. Serial No. 162,173. 3 Claims. (Cl. 132—79.)

1. A case as described comprising a pair of endwise hingedly connected parts, flat, substantially U-shaped handles for the parts, partition walls for dividing each of said parts into a plurality of chambers for the reception of articles of personal wear and use, one of said chambers closed by a bellows-like structure, and means for locking and holding the parts together in the closed position of the case.

1,638,696. Compact Press and Method of Making Compacts. Thomas J. Lewis, New York, N. Y. Filed Feb. 21, 1927. Serial No. 169,965. 7 Claims. (Cl. 18—16.)

1. Powder compact press comprising a bar, a seat formed with said bar for seating a compact to be pressed, means for carrying the compact on said seat under a die press, means for allowing a manipulation of said bar, a means for guiding said bar, and a means for adjustably securing said bar.

1,638,865. Vanity Case. John L. McAtree, New York, N. Y. assigner, by mesne assignments, to Scovill Manufacturing Company, Waterbury, Conn, a Corporation of Connecticut. Filed June 30, 1925. Serial No. 40,480. 14 Claims. (Cl. 132—83.)

1. In a vanity box, the combination of a body having an inturned peripheral flange, an outer cover for the body, and a hinge pivotally uniting these parts, which hinge lies under the flange of the body and is entirely concealed thereby when the box is closed.

1,639,001. Vanity Box. John L. McAtree, New York, N. Y., assigner to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed Jan. 16, 1926. Serial No. 81,650. 6 Claims. (Cl. 132—83.)

1. In a case of the character described, the combination of a rectangular body having a side wall the upper edges of which are turned in to form a continuous peripheral top flange or rim, a rectangular cover having a depending flange and arranged when closed to fit the space within the rim, and a pivot uniting the parts frictionally held by the rim and flange so as to be invisible when the box is closed.

1,639,003. Vanity Case for Automobiles. Nina Broderick Price, New York, N. Y. Filed Sept. 9, 1926. Serial No. 134,520. 3 Claims. (Cl. 206—1.)

1. A vanity case formed with a shallow rear transverse

compartment of the full depth and width of the case, a forwardly opening upper front compartment on one side, an upwardly opening upper front compartment on the other side, an end opening lower compartment on one side and a front opening lower compartment on the other side.

1,639,244. Closure for Containers. Virgil P. Wendle and Martin L. Hunker, Dover, Ohio, assignors to the Reeves Manufacturing Company, Dover, Ohio, a Corporation of Ohio. Filed Feb. 10, 1926. Serial No. 87,339. 4 Claims. (Cl. 220—59.)

1. A container having a circumferential inwardly disposed, convex seat adjacent to one end, tongues upon the extreme end of the container, and a cover adapted to be positioned within the open end of the container, a peripheral flange upon the cover adapted to frictionally fit within said convex seat, a bead upon said flange and a gasket adapted to be compressed between the seat and bead, said tongue being adapted to be bent inwardly over said flange to retain the cover in position.

1,639,349. Metal Container. James H. O'Neil, Syracuse, N. Y., assignor to Continental Can Company, Inc., New York, N. Y., a Corporation of New York. Filed June 23, 1926. Serial No. 118,064. 1 Claim. (Cl. 220—53.)

A container including a main body portion having an inwardly projecting shoulder formed therein, an auxiliary body portion extending down over said main body portion and secured thereto at its lowest end, said auxiliary portion extending above the upper edge of said main body portion, an end connected to the auxiliary body portion by a double seam and having a depressed central portion adapted to extend down into said auxiliary body portion and said main body portion and rest against the shoulder in said main body portion so as to prevent endwise pressure on the closed container from distorting or rupturing the auxiliary body portion, said auxiliary body portion being formed of metal which is easily severed or ruptured.

1,639,699. Article of Manufacture Comprising Container and Contents Therefor. Nevil Monroe Hopkins, New York, N. Y., assignor, by mesne assignments, to Gilmont Products Corporation. Filed Aug. 29, 1923. Serial No. 660,029. 3 Claims. (Cl. 221—60.)

1. The herein described new article of manufacture comprising a pair of concentrically disposed collapsible tubes containing a plurality of viscous bodies the mobility of the inner body being sufficiently less than the mobility of the outer body as to cause both bodies when pressure is applied to be extruded from said tubes at the same speed.

1,639,759. Collapsible Container. Sidney S. Whelan, Westbury, N. Y. Filed July 6, 1923. Serial No. 649,810. 1 Claim. (Cl. 229—66.)

In combination, a substantially tubular normally sealed container constructed of foil and adapted to be collapsed to conform to diminishing volumes of the contents, one end of said container being flattened and folded upon itself, and a shearing device having a shearing portion enclosed by said flattened and folded end of said container wholly exterior of the container.

1,639,963. Vanity Chest. Thomas J. Pilliod, Swanton, Ohio. Filed Apr. 28, 1926. Serial No. 105,239. 4 Claims. (Cl. 132—79.)

1. A vanity chest of the character described comprising a body portion; a cover hinged to said body portion; a mirror positioned in said cover; a frame for said mirror adapted to rest against and firmly hold a container, placed in said body portion, when the cover is closed.

1,640,027. Shaving-Stick Holder. Elmore Ray Butler and William T. Singer, Toronto, Ontario, Canada. Filed May 8, 1924. Serial No. 711,906, and in Canada Mar. 22, 1924. 1 Claim. (Cl. 206—56.)

In a shaving stick holder, the combination with a container threaded at one end of a cap having a cylindrical wall presenting an internal and external thread, a shaving stick having one end threaded into and permanently secured in said cap, a cap presenting an internal and external thread adapted to be threaded on and enclose the aforesaid cap and to be threaded into said container, a slot depression in the head of

said enclosed cap and an opening in the head of the enclosing cap uncovering said depression.

1,640,095. Nonrefillable Bottle Cap. William M. Rogers, New York, N. Y. Filed Nov. 7, 1925. Serial No. 67,524. 2 Claims. (Cl. 215-21.)

1. A bottle cap comprising a shaker nozzle having an extension to be permanently secured over standard beading of a mouth of a bottle, a washer to be placed at the edge of the bottle mouth, a cylindrical cup-shaped member having a flange to be secured between said washer and extension, and having an aperture in the bottom thereof, a float valve resting on the bottom of said cup-shaped member, and a case hardened disk disposed between said float valve and nozzle, axially reciprocable in said cup-shaped member to impinge against said float valve and nozzle, and being substantially coextensive with the internal diameter of said cup-shaped member, and having liquid passages along the edges thereof.

1,640,386. Lipstick Container. Glenn H. Wayne, Waterbury, Conn., assignor to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed Jan. 27, 1926. Serial No. 84,010. 2 Claims. (Cl. 206-56.)

1. In a lipstick, the combination of an inner casing having a slot extending substantially the length of the casing and opening from the casing through a narrow throat, a cosmetic holder in the casing having an open end stamped from light metal with a smooth rounded bead or nib on one side forming a longitudinal channel or groove extending inwardly from the open end of the holder and arranged to project through and slide in the slot, and a cover or cap having a slot arranged to receive the head when the cover is in closed position on the casing.

1,640,481. Closure for Tubes or the Like. Frederic C. Collins, Akron, Ohio. Filed Aug. 5, 1926. Serial No. 127,244. 13 Claims. (Cl. 221-60.)

1. A container having a screw-threaded nozzle thereon, an apertured cap in screw threaded engagement therewith, an apertured gasket lying over the nozzle, a slidable cut-off on the gasket, and an apertured top over the cap, the gasket being compressed against the slide by screwing the cap upon the nozzle.

1,640,782. Automatic Closure for Collapsible Tubes or the Like. Hugo Lentz, Berlin, Germany. Filed May 18, 1925. Serial No. 30,920. 6 Claims. (Cl. 221-60.)

1. A closure for collapsible tubes and the like comprising in combination with the collapsible tube, a neck having an outlet passage, a cap reciprocally mounted on said neck and normally closing said passage, and a resilient member extending diametrically through apertures in the walls of said neck and across said passage, and being secured to said cap to yieldingly retain the cap in its normal position.

1,640,962. Closure cap. George Ramsey, Brooklyn, N. Y. assignor to Anchor Cap and Closure Corporation, Long Island City, N. Y., a Corporation of New York. Filed Mar. 25, 1924. Serial No. 701,668. 16 Claims. (Cl. 215-39.)

1. A closure comprising a cover portion, and a skirt depending from said cover portion, said skirt being corrugated to permit circumferential expansion, and said cover portion being provided with an annular expansion zone to permit the top of the skirt to move radially as a whole with respect to said cover portion when the closure is applied to a suitable container.

1,641,012. Paper Box. Frank J. Schleicher, St. Louis, Mo. Filed Aug. 10, 1925. Serial No. 49,434. 3 Claims. (Cl. 229-8.)

3. In a cardboard box, an inner bottom element with a plurality of straight side walls formed integrally therewith and bent upwardly and disposed in a general heart-shaped arrangement about the edges of said element and another bottom element having a heart-shaped curved contour circumscribing the lower edges of said walls and attached to said inner bottom element.

1,641,183. Solidified Deodorant and Insecticide. Ethel E. Martin, Indianapolis, and Harry W. Dietrich, Noblesville, Ind., assignors to J. I. Holcomb Mfg. Co., Indianapolis, Ind., a Corporation. Filed Mar. 2, 1925. Serial No. 12,661. 1 Claim. (Cl. 167-3.)

A disinfecting block formed of materials susceptible to vaporizing and crumbling, a reinforcing element in said block, comprising a woven fabric embedded wholly within said block and terminating at its ends and edges a slight distance inwardly from the corresponding ends and edges of said block.

1,641,317. Container. Robert R. Canavella, Brooklyn, N. Y. Filed Sept. 19, 1924. Serial No. 738,600. 7 Claims. (Cl. 132-82.)

1. The combination comprising a powder receptacle, a mixing bowl serving as a cover therefor, an opening adjacent the junction of the receptacle and bowl, and a member normally closing said opening and adapted when actuated to throw a portion of powder onto the bowl.

1,641,349. Method of Deodorizing, Cooling, and Dehydrating Fluids and Apparatus Therefor. Henry Lamont Murray, Somerstown, Auckland, New Zealand, assignor to The Te Aroha Dairy Company Limited, Te Aroha, New Zealand. Filed Mar. 7, 1924. Serial No. 697,683, and in New Zealand Aug. 14, 1923. 4 Claims. (Cl. 159-2.)

2. The apparatus for the purpose set forth comprising a container, means for creating a vacuum in said container, means for introducing a hot fluid into said container, means for automatically intermittently discharging said fluid from said container whilst retaining said vacuum, means for continuously discharging vapor removed from said fluid and means for swirling the fluid to and round and up the walls of the container, said means comprising a series of sweeps working around the walls of said container.

4. Method of deodorizing, cooling and dehydrating fluids which comprises reducing the pressure to a desired point in a closed container, heating the fluid to be treated outside said container, introducing said fluid into said container at a regulable rate, cooling all of and vaporizing portion of said fluid in said container by the reduced pressure therein, applying centrifugal force to said fluid whereby the denser portion thereof is swirled outwards to the wall of the container, discharging the vaporized portion of said fluid continuously from said container and intermittently automatically releasing the remaining fluid for delivery outside said container whilst retaining the reduced pressure therein.

1,641,408. Container. George K. Bainbridge and Sydney W. Reynolds, Ripon, Calif. Filed Dec. 10, 1925. Serial No. 74,463. 7 Claims. (Cl. 229-65.)

1. A container comprising a body sealed at the bottom, a skirt formed integral with the body extending completely around the outside of the body at the top and disconnected therefrom except at the top, and a detachable sealing element applied over the top of the body and over the adjacent portion of the skirt, the latter projecting downwardly some distance beyond the sealing element.

1,641,550. Bottle-Filling Machine. Hugh M. Ross, Woodhaven, N. Y., assignor to Adriance Machine Works, Inc., Brooklyn, N. Y., a Corporation of New York. Filed Sept. 28, 1923. Serial No. 665,259. 6 Claims. (Cl. 226-77.)

1. The combination of a vertically movable filling and capping head, a liquid supplying member mounted in said head and movable relative thereto, said head being provided with venting means permitting the escape of gas therefrom, and a valve coacting with said liquid supplying member and automatically operable upon the movement thereof for closing said venting means.

1,641,765. Powder Dispenser. Alfred J. Krank, St. Paul, Minn. Filed Dec. 26, 1924. Serial No. 758,251. 2 Claims. (Cl. 132-82.)

1. A powder dispenser and compact including a pair of cup-like frictionally held telescoping members which form the exterior of said dispenser, the bottom of the inner member being formed with a series of punched openings having ragged edges adapted to form powder cutting means depending into the outer cup member, a cover for the inner cup member and a powder puff adapted to be contained within the inner member in position to receive the powder from the openings formed in the bottom of the inner member as it is dispensed therethrough.

(Designs Patented on Following Page)

DESIGNS PATENTED

73,224. Cover for a Vanity Case or Similar Article. Percy J. Callowhill, Providence, R. I. Filed Mar. 28, 1927. Serial No. 21,368. Term of patent 7 years.

73,258. Vanity Case. William Abram Heard, Jacksonville, Fla. Filed Mar. 14, 1927. Serial No. 21,143. Term of patent 14 years.

73,267. Bottle or Similar Container. Jack I. Poses, New York, N. Y., assignor to A. A. Vantine & Co. Inc., New York, N. Y., a Corporation of New York. Filed Mar. 25, 1927. Serial No. 21,347. Term of patent 3½ years.

73,278. Bottle or Similar Perfume Container. Ruby T. Brewster, New York, N. Y. Filed Apr. 30, 1927. Serial No. 21,804. Term of patent 3½ years.

73,368. Bottle. Florence S. Cavanaugh, New York, N. Y. Filed May 31, 1927. Serial No. 22,251. Term of patent 7 years.

London Perfumers' Chimes to Reduce Program

LONDON, September 10.—The battle of the famous bells of Bond street, London, which has been agitating the retailers there for some time, has now reached the stage of compromise. Some months ago Atkinson & Co., Ltd., perfumers, installed a carillon of bells at their handsome new establishment. This is the first carillon London has ever boasted and for a time Bond street was justly proud of its unique possession, which has treated it to free music every hour. After a time, however, traders and business folk of the exclusive old thoroughfare began to complain that the tunes thus broadcast every hour interfered with business.

Protests were made and the Bond Street Association was asked to take the matter up. Eventually it was decided to take a referendum of the traders on the question of whether the bells were desirable. In a statement just issued to Bond street firms, the secretary of the association says:

"I have had another interview with the firm, and am glad to be able to inform you that in order to obviate the disturbance of its neighbors it has decided, as soon as the change can possibly be made, to chime the hours only, with the exception that at mid-day and at 4 P. M., tea time, tunes will be played on the bells."

"We are sure the compromise will be accepted," stated a representative of Atkinson's in an interview. "There were really only a few complaints and the referendum revealed that only 20 per cent of the traders objected to the bells. On the other hand, we have had a number of letters expressing warm appreciation. At the moment we have ten tunes, but we propose to increase this to 20, although we shall keep to the arrangement entered into with the Bond Street Association as to when they shall be played."

National Hairdressers Meet

(Continued from Page 392)

Lincoln Laboratories, Realistic Permanent Wave Co., Hyman & Oppenheim, New York, Belcano Co., Boyer International Laboratories, H. K. Mulford Co., Keen Waving Co., Inc., Charles Arnao Co., Emil J. Paidar Co., L. F. Grammes & Sons, Inc., Samuel Bonat & Bro., Minerva Products Corporation, I. Leon Co., C. Nestle Co., J. W. Geiger, Gem-Air Permanent Wave Co., Wm. Meyer Co., Paul's Permanent Wave Machine Co., W. G. Shelton Co., Georgia O. George, Innovation Specialties Co., Inc., Edlis of Pittsburgh, Fairystone Distributing Co., Gabriel Corporation, Contoure Laboratories, Inc., Townsend Mfg. Co., Inc., FAD Laboratories, Inc., Hospital Specialty Co., Edmond Process, R. A. Hudson Co., Art-Aseptic Furniture Co., Eugene, Ltd.

Federal Court Upsets Oregon Cosmetic Law

Oregon in 1925 passed the Cosmetic Therapy law, making it a crime to practice cosmetic therapy, as defined in the law, without obtaining a certificate of registration from the State Board of Examiners. The profession was described as "the application of the hands or of mechanical or electrical apparatus, with or without cosmetic preparations, tonics, lotions, creams or clays, to massage, cleanse, stimulate, manipulate, exercise or otherwise improve or beautify the scalp, face, neck, shoulders, arms or upper part of the body, removing superfluous hair, manicuring the nails of any person, male or female, and to arrange, dress, or curl, wave, cleanse, cut, singe, bleach, color or similarly treat the hair of any female."

Two women who were expert hairwavers but knew nothing of the other treatment described in the law sued to restrain the enforcement of the statute as against them on the ground that it violated their rights under the Fourteenth Amendment to the Federal Constitution. District Judge Bean of the Federal Court for that district has upheld their contention. In his opinion he referred to the rights granted under the Fourteenth Amendment, and said:

"The right thus granted is, of course, subject to the police power of the state to enact laws essential to the public safety, health, or morals, but, to justify a state in exercising such authority, it must appear that the interest of the public requires such interposition, and that the means are reasonably necessary for the accomplishment of the purpose and not unduly oppressive to individuals. The legislature may not under the guise of protecting the public interest, arbitrarily interfere with private business, or impose undue and unnecessary restrictions upon lawful occupations.

"In our opinion the legislation in question violates that rule. It arbitrarily groups together different and unrelated callings or professions, and forbids citizens from following one of them without qualifying, under the enactment, in all the others. This, in our opinion, is an arbitrary and unreasonable exercise of legislative authority, and deprives the plaintiffs of the rights, guaranteed them by the Constitution, to work and earn their living by a lawful occupation."

Model Store at Philadelphia Pharmacy College

One of the interesting features of the new building of the Philadelphia College of Pharmacy and Science which is rapidly approaching completion so far as the structure is concerned, will be the installation of a modern drug store with show windows facing toward the dispensing laboratory. The various phases of drug store work will be exemplified, such as window dressing, stocktaking, etc. This model of a modern pharmacy will be in sharp contrast to the historical pharmacy of more than a century ago, known as the Glentworth Store which will be installed in the new museum.

The college was well represented at the meeting of the Pennsylvania Pharmaceutical Association in June as there were eight members of the faculty present. Seven members of the Board of Trustees of the college all of whom took active part in the meetings, and an equally large representation is hoped to be present at the various meetings in St. Louis in August, beginning with the plant seminar and ending with the meeting of the A. Ph. A.

Holding one old customer is more important than getting three trial-orders, commonly called new customers, declares *Silent Partner*.

New French Perfume Association Formed

A new association of French perfumers and those associated with the French perfumery industry has been formed. The purpose of the new association is to bring together all those who are interested in perfumes, cosmetics and soaps into one central body where mutual problems and difficulties may be considered. Offices have been taken by the association which will be known as the Union des Syndicats Français de la Parfumerie, at 19 Rue Cambon, Paris.

The following have been elected officers of the association for a two-year period: President, Robert Bienaimé, of Parfumerie Houbigant, who represents the Syndicat de la Parfumerie Française; vice presidents, Jules Dechaud, importer, who represents the Syndicat des Huiles Essentielles and Elie Maurer, honorary manager of Etablissements Antoine Chiris, representing the Syndicat des Parfumeurs Distillateurs de Grasse; general secretary, Abel Pitiot, perfumer and soap maker, representing the Syndicat de la Parfumerie de Lyon; treasurer, Henri Desprez, representing the Syndicat des Fabricants Fournisseurs pour Coiffeurs et Parfumeurs.

It will be noted that the new association is really a group of trade associations united for their common good and that virtually all branches of the French perfume industry, including suppliers of raw materials, are represented in its membership and on its board.

Glycerine Producers Plan Anti-Freeze Campaign

Glycerine refiners are gratified with the outlook for an active demand for radiator glycerine this winter, according to Roscoe C. Edlund, manager of the Association of American Soap and Glycerine Producers, Inc. Sales thus far made by all producers of approved brands of radiator glycerine have been very satisfactory, and as autumn approaches there is evidence of heavier demand. Radiator glycerine advertising and educational work of the last year is bearing fruit, and the experience of distributors and users of this form of anti-freeze was so satisfactory last year as to increase the demand this season.

Under the name of the Glycerine Producers' Association, preparations have been made that will prove of significant interest to the entire glycerine industry. Radiator glycerine is only part of the story, but it is a big part. Two years ago was practically the first season in which the use of glycerine as an anti-freeze for automobiles assumed commercial importance. Last year, the winner of 1926-27, was the first year of Association advertising and of the adoption of a standard formula to guide manufacturers in making a product satisfactory in every way, entirely eliminating minor difficulties that had arisen in the earlier use of glycerine by automobilists. The standard formula, developed and approved by the Glycerine Research Committee of the Association, proved so excellent last year that no change has been made for the coming season.

N. W. D. A. Report on Citrus Oils

Bulletin No. 137 of the National Wholesale Druggists' Association, just issued, presents Report No. 5 of the Committee on the Quality of Medicinal Products, of which Eli Lilly is chairman. This report pertains to imported citrus oils with special reference to lemon oil and deals with sales methods and ethics, conditions in Italy and advice to buyers of the imported oils.

Plans for the N. W. D. A. Convention

Finishing touches have been put on the preparations for the fifty-third annual meeting of the National Wholesale Druggists' Association, which will be held in the Venetian Room of the Ambassador Hotel, Atlantic City, September 26 to 28. A large attendance is expected.

The business sessions will dispose of many matters of importance to the trade. In addition to the reports of the officers and committees there will be discussions on various timely subjects. Among the reports and addresses will be the following: Uniform Accounting, W. W. Gibson; Quality of Medicinal Products, Eli Lilly; Prohibition Problems, Dr. William J. Schieffelin; Legislation, C. Mahlon Kline; Insurance, W. L. Thompson; Education and Research, A. Kiefer Mayer; Trade Marks, E. E. Corbett; Drug Market, Charles L. Huisking; Credits and Collections, W. T. Harper; Salesmen and Selling Methods, W. A. Abbott.

The entertainment program opens on Sunday evening, September 25, with a concert in the main lobby of the Ambassador Hotel. On Monday there will be the men's golf tournament at the Seaside Golf Club, Absecon. Entertainment will be provided for the ladies in the Japanese Tea Room. In the evening there will be a reception for the president, C. F. Michaels and Mrs. Michaels.

Tuesday: Luncheon and bridge for the ladies. Golf for the men at three different clubs.

Wednesday: Bridge and tea for the ladies. Evening: Concert in the Renaissance Room by Miss Mary Lewis, soprano of the Metropolitan Opera Company and Salvatore De Stefano, the harpist. Buffet supper and dancing to follow.

Thursday: Golf for the men and roller chair ride for the ladies. Banquet in the evening; addresses by Governor A. Harry Moore, of New Jersey, and Herbert M. Lord, Director of the Budget of the United States.

United Medicine Manufacturers in Session

The sixth annual convention of the United Medicine Manufacturers of America was held in the Pennsylvania Hotel, New York City, September 12 to 14. H. E. Woodward, the president, denounced a recent attack published in a book entitled "Your Money's Worth," which contained a chapter purporting to be "an exposé of package medicines." "It certainly is a violent denunciation of them," Mr. Woodward said, "based on data principally secured from the ancient and obsolete and undoubtedly biased archives of the American Medical Association."

In his defense of the manufacturers, Mr. Woodward said he knew of no industry "that is so restricted and hemmed in by Governmental regulations and requirements as is ours, and none that is so constantly being combated by such powerful, well-organized and well-financed foes."

James F. Pickett, secretary of the association, declared that "the avenues of distribution of ready package medicine must be kept open."

Accountants Discuss Papers on Costs

The first of a series of nine meetings planned by the New York Chapter of the National Association of Cost Accountants was held recently at the Machinery Club, 50 Church street. About 200 business men and accountants attended the meeting. Papers on standard costs, budgets, methods of cost presentation and normal costs as related to sales prices, which were read at the national conference at Chicago recently, were summarized and discussed.

Grasse Report for September

From Our Own Correspondent

GRASSE, September 7.—Business is very quiet and is not expected to improve until early in Autumn. Many Grasse perfumers intend to go to America about the middle of September. They expect to secure a large harvest of orders and we wish them bon voyage and a full measure of success.

Orange

The situation in the market for orange products is unchanged. There is the usual demand for neroli, petit-grain oil, pomade and the perfumes obtained by means of petroleum ethers.

Rose

The same situation exists as in the orange products market. The demand keeps up because prices are attractive.

Jasmin

The harvest is in full swing and the blossoming is taking place earlier than last year. Unfortunately, for the last two months there has been absolutely no rain so that the earth is baked and plants are suffering greatly from this persistent drought. So severe has this been that it has been necessary to depend entirely on irrigation, water being brought down by canals from the mountain streams.

The pomades will be of a very high grade this year. Owing to the flowers never having been wet the fat will never become rancid. The crop is not expected to be beyond the average, because the lack of water prevents the plants from putting out new buds. We have still nearly the whole month of September before us and if the rainy season were to start in a week, cool weather would set in at once and the harvest would be at an end.

Growers complain of the present level of prices because they are facing exacting demands on the part of the harvesters who want 5 francs per kilogram, free lodgings during the entire harvesting season and a supply of all vegetables free of charge. As this kind of labor becomes increasingly scarcer, the growers are compelled to bow to all these requests in order to secure the necessary labor for the daily gathering of the flowers.

Tuberose

The harvest is in full swing. In view of the unremunerative prices prevailing in former years growers have neglected this crop; the crop is a usual one as to the blossoming, but is deficient as to quantity.

Lavender

The distillation of lavender oil is now at an end. Favored by very hot weather the oil yield has been exceptionally high. The results obtained this year have not been equalled for many years.

Labor unfortunately is in deficient supply so that it was impossible to gather all of the crop. One-fifth of the crop remained ungathered owing to the lack of labor.

Prices have been rising at too fast a rate immediately after the distillation but business having slackened a reaction set in at once and today prices are at an interesting level which will enable consumers to revert to the use of this product which is so satisfactory for soap making.

The growing of lavender expands at a fast rate because people are realizing that cultivated lavender requires less labor for the gathering and by proper cultivation it is possible to obtain plants which are ten times more productive than the wild, stunted lavender growing on the mountains. In a few years one-half of the crop will be made up of cultivated lavender and this will afford a solution for the problem of labor which becomes increasingly keener.

A few fairs were held in the Alps, but they were unimportant. No business was transacted and until the end of September it will be impossible to form a correct idea as to prices.

A few Grasse firms have manufactured again as they did last year lavender concrete and absolute. This product is demanded by several large consumers who find it very interesting. Some hold the view that the real perfume of lavender is to be found in the concrete rather than in the distilled oil. All the "Fougere" products bear the statement: "Concrete Lavender" and undoubtedly the use of this product is bound to develop within the next few years.

Aspic

The crop of aspic has been only an ordinary one. The harvest is not yet entirely at an end but the scarcity of labor will prevent the gathering of the plants because the workmen are unwilling to accept lower wages and aspic oil is not a product that might withstand a too high cost price.

Mint

The distillation of mint is at an end. In view of the low prices prevailing last year growers had curtailed their planting last Spring. The crop, however, has been a fine one and prices are expected to drop considerably as compared with 1926 prices. A price of 150 francs per kilogram on absolutely pure oil is easily obtainable and it may even be possible to purchase at a lower price.

Geranium

The market is very quiet in the case of these oils although their prices are now very low.

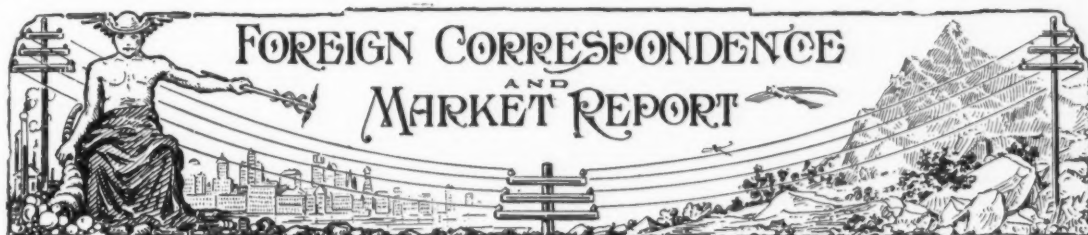
Little business is reported from the countries of origin; however, prices appear to be near to a stabilization around their present level.

"Nautch" Complexions in London

(Special Correspondence)

LONDON, September 10.—One of the newest makeups is called "Nautch," and every modern girl in this country who can boast dark enough tresses is now trying to get an Indian complexion, a thing easily enough achieved with the aid of a mirror and the latest cosmetic and lipstick. The hair-dressing which goes with it, a center parting and a knot of hair at the nape of the neck, is more difficult of achievement. A well-known artists' model has set the fashion.

In France, pale café au lait is the thing this season, and it amounts to very much the same thing as "Nautch." King Sol's attentions show an inclination to patchiness, so that in Paris the desired effect is usually achieved partly by natural means and partly by artificial.



Brazil

OIL ROSEWOOD EXPORTS.—The declared exports from Para, Brazil, of oil rosewood, show a very marked increase in 1926 when 27,999 pounds valued at \$40,944 were exported in contrast to 86 pounds valued at \$200 in 1925.

France

EXPORTS OF PERFUMERIES.—French statistics for three classes of perfumeries for the past five years show an increase in perfumery, alcoholic and nonalcoholic, probably due to the depreciated value of the franc. The figures as reported by the U. S. Department of Commerce shown are for 1922 to 1926, inclusive.

Year	Perfumery, Alcoholic		Perfumery, Nonalcoholic	
	Quantity Hectoliters	Valuation 1,000 francs	Quantity Quintals	Valuation 1,000 francs
1922	15,453	55,631	28,862	57,724
1923	24,382	97,528	45,014	112,535
1924	27,587	117,935	53,459	187,107
1925	27,884	233,072	76,218	186,651
1926	31,129	311,701	91,649	257,088

The average value of the franc: 1922, \$0.0820; 1923, \$0.0608; 1924, \$0.0523; 1925, \$0.0476; 1926, \$0.0324.

The destination of exports of the nonalcoholic perfumeries shows the United States to have been the best customer of France for the last five years. It is believed that the following figures include toilet preparations, also:

	1922 Quintals	1923 Quintals	1925 Quintals	1926 Quintals
United Kingdom	3,374	5,309	12,346	15,989
Belgium	5,701	5,856	8,735	10,733
Italy	1,968	2,060	4,374	3,775
United States	7,570	13,183	18,267	18,212
Argentina	2,106	3,130	2,627	3,076

Madagascar

PRODUCTION OF ESSENTIAL OILS.—The total production of essential oils in Madagascar in 1926 amounted to 57,768 pounds, valued at 9,800,755 francs (\$311,762), which showed an increase of 70 per cent in gold or dollar value over that of 1925, while the actual franc values of 1926 nearly trebled those of 1925. Madagascar produces ten or eleven different varieties of essential oil, the leading ones being ylang-ylang, clove, and lemon-grass oils. It was in these three that the greater part of the increased production in 1926 was registered.

Vice Consul Paul D. Thompson, at Tananarive, reports that oil of ylang-ylang, on account of its great value, its high extraction percentage, and the simpler and more inexpensive distillation methods and apparatus, is forging ahead and has a bright future in Madagascar. The Comoro Islands, which are dependencies of Madagascar located in the Mozambique Channel northwest of Madagascar are the natural home of the plants and grasses from which essential oils are distilled. Certain west coast sections of Madagascar in the Nossi-Bé region also offer similar favorable

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The Markets

Essential Oils, Aromatic Chemicals, Etc.

There has been a rather sharp recovery in business activity since our review of August. The situation at that time was in the doldrums, with few buyers interested in purchasing anything whatever and practically none willing to take on goods in any quantity. The first part of the period under review passed in much the same way, but since the first of September there has been a notable tendency toward more and larger purchases; and while the market is still generally quiet there has been enough improvement in the demand to warrant the statement that business is on the way to recovery.

The price levels quoted by most of the leading dealers have shown little change in the last month. A few items have weakened further and a very few have shown an advancing tendency, but, on the whole, the general level is unchanged and values seem to be holding steady. There are still some articles which seem likely to show further weakness, but trade opinion generally is to the effect that there will be some recovery in values during the fall and early winter consuming season.

Floral oils have been quite steady during the period. Strength is the rule in rose, which seems likely to hold up to last year's levels throughout the coming season. Lavender is rather easy locally, but not much change in prices is anticipated by dealers here. Neroli of high quality is rather scarce and prices on it are fully maintained. Cheaper grades of this oil are more or less competitive at present.

The market for the citrus group has been somewhat less active during the last few weeks and will probably show a further decrease in activity during the winter. There are some fair local stocks of lemon, but supplies of orange and bergamot are not too heavy. Slight declines in these oils are anticipated by the trade.

The domestic group is weak and irregular, with one or two exceptions. Mint oils are all weaker owing to heavy stocks here and in the country and prospects of a very large crop this year. Peppermint has already begun to slide down, but spearmint is holding up fairly well and there has been no decline in erigeron as yet. Wormseed, after a good start, shows signs of easing off a little and it is hardly likely that extreme prices, such as were feared early in the season, will rule on this item. Wormwood will be scarce and it seems unlikely that any low prices will be named.

Seed and spice oils are fairly firm during the heavy consuming season, but there is no pronounced strength in any of them and changes in prices are likely to be few in number and relatively unimportant during the next few weeks.

Synthetics and Aromatic Chemicals

The market has been very quiet throughout the summer,

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PRICES IN THE NEW YORK MARKET.

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)
(See last page of Soap Section for Prices of Soap Materials)

ESSENTIAL OILS

Almond Bitter, per lb.	\$3.30@	\$3.55
S. P. A.	3.60@	3.95
Sweet True	.87½@	
Apricot, kernel	.68@	.72
Amber, crude	.50@	.65
rectified	.65@	.90
Ambrette, oz.	55.00@	
Amyris balsamifera	2.80@	3.00
Angelica Root	22.00@	28.00
seed	37.00@	42.00
Anise, tech.	.62½@	.65
Lead free, U. S. P.	.64@	.68
Aspic (spike) Spanish	1.25@	
French	1.50@	
Bay, Porto Rico	2.25@	
West Indies	2.25@	
Balsam Tolu	7.50@	
Balsam Peru	9.00@	
Basil	24.00@	36.00
Bergamot, 35-36 per cent	7.00@	9.00
Birch, sweet N. C.	1.90@	2.15
Penn. and Conn.	4.70@	4.75
Birchtar, crude	.14@	
Birchtar, rectified	.65@	.70
Bois de Rose, Femelle	2.40@	2.55
Cade, U. S. P.	.30@	.35
Cajeput, Native	1.05@	
Calamus	4.25@	4.50
Camphor, "white"	.18@	.20
sassafrassy	.22@	.24
Cananga, Java native	4.25@	
rectified	4.80@	5.25
Caraway Seed, rectified	1.75@	
Cardamon, Ceylon	40.00@	42.00
Cascarilla	64.00@	70.00
Cassia, 80@85 per cent	2.00@	
rectified, U. S. P.	2.35@	
Cedar Leaf	1.30@	
Cedar Wood	.35@	.40
Cedrat	4.75@	
Celery	9.25@	
Chamomile, oz.	3.50@	5.00
Cherry laurel	12.00@	
Cinnamon, Ceylon	12.00@	15.00
Cinnamon leaf	1.50@	
Citronella, Ceylon	.37@	.42
Java	.50@	.55
Cloves, Bourbon	2.25@	2.50
Zanzibar	1.75@	1.80
Cognac	22.00@	
Copaiba	1.10@	1.20
Coriander	6.60@	6.85
Croton	1.10@	1.35
Cubebs	4.50@	4.60
Cumin	8.45@	
Curacao peels	5.25@	
Curcuma	3.00@	
Cypress	5.50@	
Dillseed	4.50@	6.50
Elemi	1.65@	
Erigeron	4.00@	
Estragon	44.00@	
Eucalyptus, Aus. "U.S.P."	.62½@	.67½
Fennel, Sweet	.96@	
Galbanum	26.00@	
Galangal	22.50@	
Geranium, Rose, Algerian	3.65@	
Bourbon	3.55@	
Spanish	16.00@	
Turkish (Palma rosa)	3.10@	
Ginger	5.70@	
Gingergrass	3.25@	

Guaiac (Wood)	3.50@	4.00
Hemlock	1.20@	
Hops, oz.	16.00@	
Horsemint	4.25@	
Hyssop	24.00@	
Juniper Berries, rectified	3.00@	
Juniper Wood	.60@	.62
Laurel	5.00@	
Lavender, English	32.00@	
U. S. P. "IX"	4.00@	5.25
Garden	.55@	
Lemon, Italian	2.35@	2.50
Calif.	2.60@	
Lemongrass	1.20@	
rectified	1.60@	
Limes, distilled	7.75@	8.25
expressed	12.00@	12.25
Linaloe	2.45@	
Lovage	16.00@	
Mace, distilled	2.10@	
Mandarin	10.00@	
Marjoram	6.25@	
Melissa	5.00@	
Mirbane	.15@	
Mustard, genuine	12.00@	14.00
artificial	2.20@	2.35
Myrrh	12.50@	
Myrtle	4.00@	
Neroli, Bigarade, pure	140.00@	175.00
Petale, extra	165.00@	200.00
Niaouli	2.50@	
Nutmeg	2.10@	
Olibanum	6.75@	
Orange, bitter	3.15@	3.30
sweet, W. Indian	2.80@	
Italian	3.05@	3.25
Calif. exp.	3.15@	3.25
dist.	2.65@	
Origanum, imitation	.35@	
Orris Root, concrete, domestic	3.25@	4.00
foreign	4.00@	5.00
Orris Root, absolute (oz.)	35.00@	70.00
Orris liquid	18.00@	
Parsley	6.50@	
Patchouli	11.70@	15.00
Pennyroyal, American	2.55@	
French	1.95@	
Pepper, black	8.00@	
Peppermint, natural	3.45@	3.75
redistilled	4.00@	4.25
Petitgrain, So. Amer.	1.85@	
French	15.00@	
Pimento	4.25@	4.30
Pine cones	3.75@	
Pine needle, Siberia	1.15@	
Pinus Sylvestris	2.00@	
Pumilionis	2.75@	
Rhodium	10.00@	15.00
Rose, Bulgaria	10.00@	15.00
Rosemary, French	.72@	
Spanish	.50@	
Rue	4.20@	
Sage	2.50@	3.00
Sage, Clary	24.00@	26.00
Sandalwood, East India	8.55@	
Santalum Cygnorum	5.00@	
Sassafras, natural	1.00@	1.25
artificial	.30@	1.10
Savin, French	2.25@	
Snake Root	13.50@	
Spearmint	4.35@	
Spruce	1.20@	
Styrax	12.00@	

Tansy	5.00@	
Thuja	1.50@	
Thyme, red	.85@	1.00
White	.95@	1.05
Valerian	11.00@	
Verbena	3.75@	7.00
Vetivert, Bourbon	12.65@	15.00
Java	22.00@	
East Indian	30.00@	
Wine, heavy	1.75@	
Wintergreen, Southern	4.50@	
Penn. and Conn.	8.00@	9.50
Wormseed	4.50@	4.60
Wormwood	7.75@	
Ylang-Ylang, Manila	26.00@	32.00
Bourbon	12.00@	15.00

TERPENELESS OILS

Bay	6.00@	
Bergamot	18.00@	20.00
Clove	3.25@	
Geranium	8.50@	9.50
Lavender	14.50@	
Lemon	13.00@	18.00
Lime, Ex.	85.00@	100.00
Orange, sweet	95.00@	110.00
bitter	100.00@	
Petitgrain	6.00@	
Rosemary	1.75@	
Sage, Clary	45.00@	
Vetivert, Java	35.00@	
Ylang-Ylang	22.00@	35.00

OLEO-RESINS

Benzoin	2.50@	5.00
Capsicum, U. S. P. VIII	5.25@	
U. S. P. IX	5.25@	
Ginger, U. S. P. VIII	4.60@	
alcoholic	3.00@	
Cubeb	4.25@	
Malefern	2.65@	
Oak Moss	15.00@	15.50
Olibanum	3.25@	
Orris	6.00@	15.00
Patchouli	18.00@	
Pepper, Black	4.50@	
Sandalwood	16.00@	
Vanilla	8.50@	15.00

DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	2.00@	
Acetophenone	3.60@	4.00
Acetyl Iso-eugenol	9.00@	
Aldehyde C 8	40.00@	
C 9	50.00@	
C 10	30.00@	
C 11	35.00@	
C 12	45.00@	
C 14	35.00@	
C 16	25.00@	40.00
Amyl Acetate	1.00@	
Amyl Butyrate	1.80@	
Amyl Cinnamate	2.35@	
Amyl Formate	1.75@	2.00
Amyl Phenyl Acet.	5.00@	
Amyl Salicylate, dom.	1.45@	
foreign	1.65@	
Amyl Valerate	3.00@	3.50
Anethol	1.40@	
Anisic Aldehyde, dom.	3.40@	
foreign	3.75@	
Benzaldehyde, U. S. P.	1.30@	
F. F. C.	1.55@	1.90

Benzylidenacetone	3.25@	4.25
Benzophenone	5.50@	
Benzyl Acetate, dom.	1.15@	
foreign	1.35@	1.45
Benzyl Alcohol	1.30@	1.70
Benzyl Benzoate	1.30@	1.50
Benzyl Butyrate	5.50@	6.25
Benzyl Cinnamate	8.25@	9.00
Benzyl Formate	3.60@	
Benzyl Iso-eugenol	30.00@	
Benzyl Propionate	3.75@	5.00
Benzyl Succinate	5.50@	
Borneol	2.75@	3.50
Bornyl Acetate	4.50@	4.75
Bromstyrol	4.75@	
Carvene	.50@	
Carvol	5.50@	5.60
Cinnamic Acid	3.25@	3.50
Cinnamic Alcohol	4.25@	5.00
Cinnamic Aldehyde	2.90@	
Citral C. P.	2.75@	3.00
Citronellal	3.25@	
Citronellol, dom.	4.25@	5.00
foreign	5.00@	5.50
Citronellyl Acetate	8.00@	9.00
Coumarin, dom.	3.75@	
foreign	3.75@	
Cuminic Aldehyde	62.00@	
Decyl Acetate	28.00@	
Decyl Alcohol	28.00@	
Diethylphthalate	.32@	.37
Dimethylphthalate	.65@	
Diphenylmethane	1.75@	2.45
Ethyl Acetate	.50@	.55
Ethyl Benzoate	1.80@	
Ethyl Butyrate	1.80@	
Ethyl Cinnamate	4.50@	
Ethyl Formate	1.25@	
Ethyl Propionate	2.75@	
Ethyl Salicylate	2.65@	
Eucalyptol	1.10@	1.20
Eugenol	2.75@	3.00
foreign	2.90@	3.50
Geraniol, dom.	2.20@	2.80
foreign	2.75@	4.00
Geranyl Acetate	4.15@	4.65
Geranyl Butyrate	12.50@	
Geranyl Formate	8.00@	12.00
Heliotropin, dom.	1.85@	2.00
foreign	2.10@	2.35
Hydroxycitronellal	8.00@	10.00
Indol, C. P. (oz.)	4.00@	6.00
Iso-borneol	2.75@	
Iso-bornyl Acetate	4.00@	
Iso-butyl Benzoate	4.00@	
Iso-butyl Salicylate	3.00@	6.00
Iso-eugenol, dom.	4.00@	
foreign	4.50@	4.75
Iso-safrol	1.75@	
Linalool	3.50@	5.00
Linalyl Acetate 90%	5.75@	6.75
Linalyl Benzoate	12.00@	
Methyl Acetophenone	3.75@	
Methyl Anthranilate	2.60@	3.00
Methyl Benzoate	2.15@	2.25
Methyl Cinnamate	4.35@	4.50
Methyl Eugenol	8.00@	10.00
Methyl Heptenone	10.00@	11.00
Methyl Heptine Carbon	22.00@	36.00
Methyl Iso-eugenol	10.00@	14.00
Methyl Octine Carb.	25.00@	32.00
Methyl Paracresol	6.75@	7.50
Methyl Phenylacetate		
Art. Honey, Aroma	4.65@	6.00
Methyl Salicylate	.42@	.50
Musk Ambrette	6.50@	8.50
Ketone	8.00@	9.50
Xylene	2.60@	3.00
Nerolin	1.50@	1.75
Nonyl Acetate	48.00@	
Nonyl Alcohol	40.00@	52.00

Octyl Acetate	32.00@	
Octyl Alcohol	32.00@	
Paracresol Methyl Ether	7.00@	8.00
Paracresyl Acetate	5.75@	
Phenylacetaldehyde 50% imported	6.00@	8.00
100%	9.50@	10.50
Phenylacetic Acid	3.25@	4.00
Phenylethyl Acetate	10.00@	15.00
Phenylethyl Butyrate	16.00@	20.00
Phenylethyl Formate	18.00@	
Phenylethyl Propionate	16.50@	
Phenylethyl Valerate	20.00@	
Phenylethyl Alcohol, do- mestic	4.75@	5.50
imported	5.25@	6.00
Phenylpropyl Alcohol	16.00@	
Phenylpropyl Aldehyde	12.00@	
Rhodinol, dom.	9.50@	17.00
foreign	12.00@	17.00
Safrol	.31@	.34
Skatol, C. P. (oz.)	9.00@	10.00
Styralyl Acetate	20.00@	
Styralyl Alcohol	20.00@	
Terpineol, C. P. dom.	.39@	
imported	.50@	.60
Terpinyl Acetate	1.10@	1.25
Thymene	.35@	
Thymol	2.90@	
Vanillin	7.80@	8.15
Violet Ketone Alpha	7.50@	10.00
Beta	7.00@	8.00
Yara Yara	1.50@	1.75

SUNDRIES

Alcohol, Cologne, spts., gal.	3.75@	3.90
Almond Meal	.40@	.50
Ambregis, black (oz.)		Nom
gray (oz.)	38.00	Nom
Balsam Copaiba, S. A.	.52½@	.57½
Para	.50@	.55
Balsam Peru	1.75@	
Tolu	1.00@	1.10
Baudruche skins, gr.	18.00@	25.00
Beaver Castor	4.50@	7.00
Cardamon Seed, green	1.15@	
decort	1.50@	
Castoreum	12.00@	15.00
Chalk, precipitated	.03½@	.06½
Cherry laurel water, gal.	1.25@	
Civet horns (oz.)	2.75@	3.25
Guarana	2.75@	
Gum Benzoin Siam	1.50@	1.75
Sumatra	.55@	.65
Gum Galbanum	1.35@	1.50
Gum Myrrh	.30@	.45
Kaolin	.03@	.03½
Labdanum	8.00@	
Lanolin hydrous	.18@	.21
anhydrous	.20@	.23
Menthol, Jap.	4.15@	4.75
synthetic	3.50@	3.75
Musk, Cabs, pods (oz.)	Nominal	
grains (oz.)	Nominal	
Tonquin, gr. (oz.)	36.00@	
pods (oz.)	25.00@	
Olibanum, tears	.14@	.30
siftings	.12½@	
Orange flowers	.40@	1.00
Orange flower water, gal.	1.50@	
Orris Root, Florentine	.09½@	.11
powdered	.13@	.25
Orris Root, Verona	.09@	.10½
powdered	.12½@	.25
Patchouli leaves	.35@	.90
Peach Kernel meal	.35@	
Reseda flowers, powd.	1.50@	
Rhubarb Root, Shensi	Nominal	
High Dried	.50@	.60
Powdered	.55@	.75

Rice Starch	.12@	.15
Rose leaves, red	2.00@	
pale	.50@	
Rose water, gal.	1.25@	
Sandalwood chips	.45@	.50
Saponin	1.45@	
Styrax	.47½@	2.20
Talc, domestic (ton)	18.00@	33.00
French (ton)	40.00@	45.00
Italian (ton)	50.00@	65.00
Vetivert root	.30@	
Zinc Stearate	.26@	.30

BEANS

Tonka Beans, Para	.90@	.95
Tonka Beans, Angostura	1.90@	2.00
Vanilla Beans, Mexican	3.50@	5.00
Mexican, cut	2.75@	3.00
Vanilla Beans, Bourbon, whole	1.95@	2.25
Bour, cut	1.75@	
Vanilla Beans, Tahiti yellow label	2.25	Nom.
white label	2.50	Nom.

TINCTURES

Ambregis	18.00@	
Benzoin	1.75@	
Civet	2.50@	4.00
Musk, nat.	25.00@	
Orris root	2.00@	
Balsam Tolu	1.50@	
Vanilla	250@	300

SOLUBLE RESINS

Ambrette	18.00@	
Castoreum	28.00@	
Chypre	13.00@	
Civet	80.00@	
Cyste	6.00@	
Benzoin	2.75@	
Galbanum	6.00@	
Labdanum	5.50@	
Myrrh	7.00@	
Oak Moss	16.00@	
Olibanum	6.00@	
Opoponax	12.00@	
Orris Root	12.00@	
Patchouli	8.50@	
Peru balsam	6.00@	
Sandalwood	10.50@	
Styrax	2.75@	
Tolu balsam	3.50@	
Vetivert	11.00@	

CERTIFIED FOOD COLORS

Amaranth	4.75@	
Orange I.	4.50@	
Tartrazine	4.75@	
Ponceau 3R	7.75@	
Indigo	16.00@	
Erythrosine	20.00@	
Guinea Green B.	17.50@	
Brown	5.85@	
Grape	4.40@	
Red	3.25@	5.50
Green	4.00@	
Yellow	3.25@	3.50

OIL SOLUBLE COLORS

Alcannin	5.00@	
Black	5.50@	
Blue	5.00@	
Brown	5.50@	6.50
Green	4.00@	
Red	5.00@	8.00
Yellow	5.00@	

The Markets

(Continued from Page 419)

but it now begins to show signs of improving in firmness and tone. There has been some moderate buying and there has also been a ready inquiry, not all of which has been converted into sales, but which has been very encouraging to both the producers and the importers. Competition between the domestic and imported grades has been keen, but it has affected prices to no very marked extent. In general, price levels have been maintained without any great difficulty and sellers have held out for full prices without any great amount of shading on their part to secure prompt business.

Vanillin and coumarin are somewhat less active than they have been recently. This may or may not be due to low-priced natural vanilla. Prices in the resale market have been affected to some extent by this situation, but first-hand quotations have not suffered.

There have been some fairly cheap offers of imported artificial musks and some business has been done at rather low levels. The domestic manufacturers have not altered their views and state that they have not been meeting this competition. Their prices are being held to the old schedules.

Linalool and linalyl derivatives have been somewhat firmer, although prices have not advanced. Geraniol is quite plentiful and is cheaply offered by some of the resellers. Carvol is steadier at a slight advance in price. Other items are generally unchanged from the prices which prevailed a month ago.

Vanilla Beans

The situation does not look any too good from the standpoint of the sellers. Stocks here are known to be quite heavy and there has been very little buying during the last month. The summer has not been a good one for the ice-cream trade and sellers of vanilla are now being pressed by the consumers to delay shipments of goods on contract. These requests are being acceded to by most of the sellers, with the result that more goods for immediate disposal are thrown upon the spot market, with a more or less unsettling effect upon the prices quoted.

So much for local conditions. The foreign markets are in no better shape. Estimates of the quantity of Bourbons unsold in Marseilles vary considerably, but a conservative guess would be upwards of 250 tons, an unusual quantity for this season. In addition, the new crop is being delivered in Marseilles earlier than is usual and this is steadily adding to the existing supplies in that market. Mexican advices are to the effect that 140,000 pounds of Mexicans are unsold in that market in the form of whole beans and about 40,000 pounds of cuts in addition. The new Mexican crop will run at least 250,000 pounds and is of exceptional quality as well.

All of these factors combined seem to indicate that the situation is not likely to improve during the next few months. Prices are now at a low level, but few persons are hardy enough to predict that they will not be much lower.

Sundries

Trading is far from as brisk as it might be in the general list of sundries. Menthol looks like a good purchase at present, but there are few of the consumers who think so. It has weakened slightly during the last month, while other materials on the list have held at unchanged levels.

Foreign Correspondence

(Continued from Page 419)

conditions, and the production of lemon-grass and citronella oil is increasing in this section.

Export Production of Essential Oils in Madagascar for 1926:

	Quantity Kilos	Value Francs	Value Dollars
Ylang-ylang	16,089	6,438,600	\$204,765
Clove	31,143	2,180,010	69,330
Lemon-grass	16,690	667,600	21,232
Cinnamon	4,421	221,050	7,030
Rose Geranium	867	134,385	4,274
Citronella	1,794	71,760	2,282
Bitter Orange	77	8,470	269
Patchouli	268	67,000	2,131
Sweet Basil	35	4,375	139
Miscellaneous	179	8,950	285
Total	71,563	9,802,200	\$311,737

The export trade in these oils is almost entirely in the hands of French firms, principally a few large ones specializing in exotic products of this nature, which supply these oils to the French perfume industry. In 1925 and 1926, practically all of these oils went directly to France, and the American merchant has had to buy in the French market.

Reunion

ESSENTIAL OIL EXPORT PRODUCTION.—The following table will show the amount and value of Reunion's export production of essential oils during the last two years:

	1925		1926	
	Pounds	Value	Pounds	Value
Geranium	381,535	\$1,075,849	326,535	\$556,160
Vetiver	20,344	156,235	24,251	152,464
Ylang-ylang	6,709	24,572	4,409	24,240
Totals	408,588	\$1,256,656	355,195	\$732,864

It will be noted that Reunion's geranium oil production in 1926 fell off about 12 per cent from that of 1925, as a result of a cyclone that struck the island in April, 1926.

British Essential Oil Market Brighter

LONDON, September 10.—Far more attention is now being attracted by essential oils on the London market than was the case a few weeks ago, especially where new crop extracts are coming forward. Peppermint of both Wayne County and Japanese origin is in considerable demand, and prices are inclined to rise. Quotations for advanced shipments are inclined to be of a speculative nature. Java citronella oil is firm on scarce supplies, with prices for 1928 delivery very considerably advanced. Bulgarian otto of rose has risen 5s. per ounce to 75s., and sweet orange oil from 10s. 6d. to 11s. 3d. Altogether, prospects in this section of the British market are very much brighter than for some time past.

According to a further report just received, musk xylol is easier at 8s. per lb., with freer supplies, and Mont Blanc lavender oil (38-40 per cent) has fallen by 2s. 6d. to 20s. per lb.

Rose Cultivation in Macedonia

Refugees from Asia Minor have started the cultivation of Damascene roses for the production of oil rose in Macedonia, Greece, Consul R. P. Fernald, at Saloniki, reports to the Department of Commerce. From a few acres planted this year, a small quantity of rose oil has been produced.

Cultivation will be extended next year and it is hoped to have available important quantities for export soon.



Organization Proves Its Worth

(An Editorial)

If proof were needed of the value of co-operative efforts on behalf of any industry, the career of the American Soap and Glycerine Producers Association since its organization would furnish it in full measure. Established along sound lines and directed by an efficient staff, the association has already accomplished more for the industry than even the most optimistic believed possible at the outset.

The soap industry has long suffered in comparison with other industries of its size in this respect. It was long before the value of co-operative work could be brought home to the manufacturers in the industry. Even then the work of organization was delayed through failure of efforts to create the proper machinery. The new trade body, however, has overcome the last trace of suspicion and opposition and is now launched on a career which is bound to prove of growing value to the industry.

It has thus far begun work on two of the major problems of the industry. Both of these problems are closely connected with increasing soap sales. The more important, that of distribution of the major product of the industry, has been taken over by Cleanliness Institute, whose initial program has been carried through most efficiently. Incidentally, it is difficult to recall any new organization which secured as much or as favorable general publicity as did the Institute when its purpose was originally announced.

The second line of activity of the association has been its campaign to introduce radiator glycerine to the public. While not as spectacular in either methods or results, the work done on the sale of the by-product has been none the less effective. Evidence exists to prove that glycerine is at least holding its own with other anti-freeze compounds and no small part of its success is due to the association.

Credit must be given to the director and staff of the association for initiating and carrying on work of a nature calculated to be of assistance to all manufacturers in the line. But even more to be praised is the group of manufacturers who conceived and developed the co-operative idea so successfully in an industry, more difficult than so many others to organize. We extend our sincere congratulations to the industry for the work of its new association and offer our best co-operation to the association in its efforts for the success of the industry.

Features in Other Sections

Readers of the SOAP SECTION will find much of value to them in the TRADE NOTES, Patents and Trade Marks, Washington Correspondence and other sections of this magazine. The advertising pages also contain much useful information for the soap manufacturer.

Liquid Soaps*

by H. Schwarz

It was by the name of tar soaps, for washing hair, that more than twenty years ago solutions were introduced of soaps in glycerine, alcohol and water by the addition of the tar derivative. This preparation proved to be excellent, cleansed the hair very well and was much liked. Accordingly an increasing number of soap makers undertook to prepare the article, and there followed, as usual, a depression of the price. The first phase consists in the competitor being satisfied with less profit. However, since the sales price can not be cut down indefinitely, the second phase is soon reached namely the lowering of the quality. In this respect all sorts of conditions have resulted in the field of liquid soaps.

In consequence of the definite chemical character of the soap thinning out with water will not work in this case. By the water addition the hydrolytic dissociation of the fatty acid alkali then results, and the solution becomes turbid. Such a soap will not sell. Glycerine and alcohol diminished the dissociation, and produced a fine clear preparation. However, it is exactly these two substances which make it expensive. It was therefore necessary to look for other substances which were able to repress the hydrolysis. It was sugar which was selected as substitute for the alcohol and for a part of the glycerine. Then the rest of the glycerine was omitted. Unsaponified potash or soda, then potassium chloride, salt, borax, etc., entered into the preparation. One example of such a preparation is the following:

Cocanut oil 10 kg.
Potash lye 50° Bé 5.3 kg.
Water 3 kg.

First the fat is melted by constant stirring, and at about 50° the lye is added, after first mixing the water with it. As soon as increase of temperature is observable, complete saponification sets in. The kettle is covered till the contents turn clear. Now the phenolphthalein test is carefully made, i.e. it is ascertained by the test whether free alkali or unsaponified fat is still present in excess. In the first case a small quantity of fat is added, in the latter case, a little lye. In order to obtain complete saponification with certainty, one begins by taking a small excess of alkali (lye).

Meanwhile the following solution is prepared:

Sugar 10 kg.
Potash 1 kg.
Calcium Chloride 1 kg.
Water 50 kg.

This is filtered, is preferably warmed and is added in small quantities to the prepared soap. For this process great care is required.

* From *Deut. Perf. Ztg.*, Vol. 12, No. 8 (1926).

The salt fillings may be neither too highly concentrated, since then a dissociation may be caused, nor may they be too weak, for then the water content of the soap would be too high, and a turbid or opalescent solution would result. Sodium lye can not be used since it results in turbid soaps. In general there is a disadvantage in the use of cocoanut fat exclusively, in as much as thin liquid soaps easily result. In this case however, the thinness of the preparation may be corrected by changing the quantity of sugar.

A soap prepared in the manner described must be completely independent of cosmetic criticism. For it is entirely prepared with a view to its appearance, without considering the viewpoints of utility for the care of the body. The substances added represent a needless material for the hair, the free alkali may under some circumstances act directly in a harmful way, and an indirect danger lies in alkaline substances in so far as they render the scalp easily susceptible to infections. The reason lies in the fact that the skin is made to swell up strongly, whereby the pores are opened wide.

The use of the above soaps is extensive; they find a far reaching application in beauty parlors by reason of their low price.

By contrast alcohol and glycerine constitute excellent admixtures in the case in hand, which when combined with the following additions yield an excellent soap:

- 1.2 kg. of peanut or sesame oil.
- 0.5 kg. of castor oil.
- 1.8 kg. of cocoanut, or palm kernel oil.
- 1.6 kg. of potassium lye 50° Bé.
- 1.4 kg. of water.

To a kilogram of the resulting soap, in order to dissolve it, are added 600 g. of glycerine, then 25 g. of 95% alcohol and 600 g. of water. On account of its viscosity castor oil is a very excellent addition, while glycerine, which is not absorbed, oils the hair in a measure and makes it pliable. The alcohol in combination with the soap is an excellent neutral cleanser. With this cleanser the desired fluffiness of the hair is most readily produced. On the other hand the use of the above described soaps that are filled with salt and sugar makes the hair often look as if covered with dust.

For the preparation of a fluid chamomile soap to a kilo of fluid soap 50 g. of fluid chamomile extract is added. White tar soap requires an addition of 2 to 5% of anthrasol, which is dissolved in the alcohol and is added in this form. Brown tar soap smelling of tar is produced by adding 100 g. of strong tar water to the kilo. As compensation, the water addition is lessened by 100 g. Strong tar water is prepared in the following way:

- 250 g. wood tar
- 15 g. sodium bicarbonate
- 1000 g. water

These are placed in a closed vessel in a warm place and are exposed to a temperature of 35 to 40° C. for three hours. At the close the mixture is vigorously shaken, is left standing several days in a cellar and is then filtered. The filtrate is and remains clear.

In general, the preparation of liquid hair soaps, as indeed all soap manufacture, requires experience. To begin with, hard water is to be avoided, for by forming insoluble lime and magnesium soaps, it may give rise to turbidity. In a given case the soap must be boiled by an addition of 0.3 g. of sodium carbonate per liter. If the soap-maker lacks experience, he should begin by preparing smaller quantities,

in order to avoid larger losses if the work does not succeed at the first trial.

In the sense of the scientific cosmetic it appears to be a welcome task performed for the benefit of the retail trade to test the liquid hair soaps, and to reject the salt-containing article in the interest of his customers.

A second group of liquid soaps, those used in soap dispensers, have in more recent time attained significance. In the larger and better hotels of all kinds these are at the disposal of the public without cost. If, on the part of the landlord, the desire is expressed for inexpensiveness, this is probably intelligible, and accordingly liquid soaps without sugar are demanded. Whoever washes himself frequently with this will soon have hands like a washerwoman. As for the rest, the dispenser may be designated as a very hygienic contrivance since the use of a piece of soap by different persons is thereby avoided. The contrivances are used also by doctors in clinics and hospitals, and it is clear that in this case the same exacting demands are to be made in the quality of the soap as in the case of hair soaps. Following is a recipe for a medium quality of soap which contains no alcohol but also no inorganic salts:*

- 50 kg cocoanut oil
- 27 kg potassium lye 50° Bé
- 13 kg water
- 25 kg glycerine 24° Bé
- 75 kg sugar, dissolved in
- 300 kg water

The cocoanut oil is saponified with the potash lye, with which the water has first been mixed, at a temperature of 80 to 85°C. Then the kettle is covered till a clear closed soap lies in the kettle, and with the aid of phenolphthalein solution, the soap is carefully finished. Then the glycerine and the hot sugar water are added, and the soap is left to clarify, is filtered through glass wool and is moderately perfumed, after which it is allowed to cool and is distributed in containers. For better sorts the glycerine addition may be increased at pleasure by omitting the sugar solution correspondingly.

The perfuming of these soaps should be as delicate as possible, without thereby becoming too simple. Certainly no use should be made of citronella oil, on the other hand it is very advisable to use terpineol alone or in combination with mild oil of peppermint. Very cheap is the abundant use of Siberian pine needle oil, which is distinguished by freshness and agreeable odor. It may be used as a perfume alone or for covering the light turpentine odor in combination with a small amount of aubépine and oil of linaloe.

The third group is formed by the liquid shaving soaps. A good recipe reads:

- 26 kg prime fresh pure beef tallow
- 4 kg cocoanut oil
- 12.75 kg potash lye 50° Bé
- 17.75 kg water
- 30 kg glycerine
- 10 kg alcohol (95%)
- 80 g bitter almond oil, artificial, free from chlorine
- 20 g oil of bergamot
- 20 g oil of lavender
- 30 g tincture of musk

Perfume of rose and of violet is also used. Especially to be recommended is eau de cologne. However the oils of the fashionable perfumes may also be used.

* From *Seifens-Ztg.*, Vol. 54, No. 17 (1927).

A Fat Splitting Method*

*Description and Review of the Fermentative
or Enzyme Process*

by Dr. Johannes Attenburg

TWENTY-FIVE years have passed since the fermentative or enzyme method of fat-splitting by Connstein, Hoyer and Wartenberg¹ was introduced into technical work. Even at the present day it holds a commanding position in the soap industry, and has not been excelled by any other method. In their labors the inventors started with the observation that by stirring together oil-containing plant seeds with water a hydrolytic splitting of the fat molecule into free fatty acid and glycerine takes place under the action of ferments. It was especially in the use of castor oil seed that they proved that a certain acid-concentration is required to produce the enzym reaction, which could be produced in different ways, either by the seed itself after a lapse of several days, or it may be brought on artificially; finally the acid could be produced by other activators, among which sulphate of manganese later proved itself by far the best. The fat-splitting enzyme (the lipase) is contained in the protoplasm of the seed, is insoluble in water, but by the simultaneous presence of a fatty oil is not water-sensitive, and may, therefore, be prepared in the form of a durable emulsion. The enzyme emulsion, or ferment, when ready for use, consists of about 38% of acids of castor oil, 4% of albumin and 58% of water.

As regards the quality of the fatty acid produced, the method of the fermentative fat-splitting has so far not been attained by others. Especially to be recommended is the method referred to for splitting fluid vegetable fats in the form in which they are used for the manufacture of soft soap, namely, of linseed oil, of soya bean oil, of peanut oil, of cotton seed oil, of corn oil, of sunflower seed oil, of sesame oil, of rape seed oil and castor oil and the like. The fatty acids produced correspond in their properties completely with the final products of neutral oils. Consequently, the clear soft soaps thus prepared, the silver and alabaster soaps are in every respect of as good quality as those which were prepared from the corresponding neutral fats. The fluid vegetable fats are especially suitable for splitting by means of castor oil ferments because they can be split easily with a small amount of ferment and because the fatty acids prepared by other methods never attained the properties of the oils in their final form. The solid vegetable and animal fats, like coconut oil and palm kernel oil, tallow and bone fat, may also be easily split by the ferment process; however, they demand larger quantities of ferment in order to obtain a high result. The fermentative splitting of unbleached red palm oil yields a fiery red fatty acid of the same color, which furnishes, after bleaching, an acceptable light yellow palm-oil acid.

The practical working of this method may be divided into three parts: the splitting process proper, the separation of the products obtained, and the elaboration of the so-called middle layer, which forms after the separation as an emulsion between fatty acid and glycerine water.

It is convenient to use for the splitting vessel an elongated iron kettle conically formed below with provision for draining, which is lead lined and provided with a lead coil for both indirect and direct steam, and with air pressure. In addition several stop-cocks are provided on the side for drawing off the different layers.

Into such a receptacle, the top of which is covered with a wooden lid, the fat to be treated is placed and is mixed with about 25% of water (computed for the fat content), the mixture is conveniently warmed, and is well stirred by means of an air current. The mixture is then heated by indirect steam to a temperature of about 25° C., to at most 40° C. In case of oils and fats made easily fluid the temperature may be kept lower, i. e., at about 25° C. Under all circumstances a higher temperature than 40° C. must be avoided, since otherwise, on account of the increasing temperature which takes place during the splitting process, and which amounts anyway to 2-3° C., the ferment is decomposed and loses its splitting efficiency. This precaution is to be especially observed in case of the splitting of tallow, since the temperature for the hardening of tallow approaches closely the limit of temperature for the ferment. The fat-water mixture is then vigorously stirred, 2% of manganese sulphate computed on the basis of the fat and dissolved in a little hot water is added as activator, and the ferment is allowed to flow in. The amount of the ferment differs according to the kind of fat or oil which is to be split. It seems to be directly proportional to the saponification number, therefore inversely proportional to the molecular weight, i. e., the higher the saponification number or the lower the molecular weight of the fatty acid, the more ferment is to be used.

In general, the amount for linseed oil is 4-5%, for cottonseed oil it is 6-7%, for coconut and palm kernel oil it is 8%, and for fat mixtures 8-10% of the fat addition. The entire mixture is then for a while, about one-half hour, vigorously stirred with the air current in order to produce a highly homogeneous emulsion, and it is then allowed to stand quietly. The splitting then proceeds of its own accord. In the first hours it goes on very rapidly but gradually slows up in time. By drawing off samples the progress of the splitting process may be observed. After about 24 hours the degree of splitting normally amounts to approximately 80%, and after another 24 hours a degree of 85-92% of free fatty acid is generally obtained.

In order to separate the finally split addition it is warmed to about 80-90° C. by means of indirect steam (under conditions also by direct steam) while strongly stirring with the air current, which must be done in about 2 hours.

Into the mass which has become fluid 0.2-0.3% of sulphuric acid of 66°Bé is then vigorously stirred, the acid

* From *Seifen-Ztg.*, Vol. 54, No. 24, June, 1927, p. 449.

¹Cf. Connstein, Hoyer and Wartenberg *Ber. d. Dt. Chem. Ges.* 35,3988 (1902) Connstein, *Der Seifenfabrikant*, 1903, No. 25, abenda Hoyer, 1903, No. 45 und 46, und *Seifensieder-Zeitung*, 1903, No. 45 und 46, Steffan ebenda, 1903, No. 47, Hoyer *Ber. d. Dt. Chem. Ges.* 37, 1436 (1904), oder *Der Seifenfabrikant*, 1904, No. 19 bis 21, Auszug *Seifensieder-Zeitung*, 1904, No. 21, *Der Seifenfabrikant*, 1904, No. 26, und *Seifensieder-Zeitung*, 1904, No. 26, Hoyer, *Der Seifenfabrikant*, 1905, No. 27, und *Zeitschr. für Physiol. Chem.* 50,414 (1906).

being first diluted with half its weight of water. Almost immediately a nearly complete separation takes place. The mixture is then left standing quietly, when the three layers separate, the perfectly clear water-free fatty acid on top, the glycerine-water which is formed on the bottom. After about 3 hours the principal quantity of the glycerine-water may be drawn off. It is advisable to let the mixture stand quietly about 10 hours longer, after which time a perfectly clear water-free fatty acid is obtained on the one hand, on the other a by-product of glycerine water which, under normal conditions, amounts theoretically to 95% and over.

The glycerine water may then be drawn off by the lower stop-cock, while the fatty acid is drawn off through the upper stop-cock and the entire vessel is rinsed out with water. The middle layer, which is mixed with albuminous substances, may be used directly for soap. If the work was done correctly and in a business-like way, it (i. e., the middle layer) amounts to 2-3% and contains about 30% of fatty acid.

The costs² of the process are determined essentially by the costs of the ferment, the price of which depends on the price of the castor oil seed.

It is for only very large soap factories and splitting establishments that the construction of an independent ferment factory is advisable, since it is only by the full utilization of its capacity for production that this expensive business pays, by furnishing a ferment which comes cheaper than when bought ready made. The average and the small consumer will do better to secure the castor oil ferment from a producing firm and thus save the not inconsiderable expense of capital for a separate ferment factory. In this connection it may be mentioned that the purchase of castor oil seed is profitable only in large orders of 50 tons and above.

Smaller establishments are required to pay considerably larger prices and are often less efficient.

A calculation of the fermentative fat-splitting process yields a picture somewhat as follows, it being understood that the prices quoted are for April, 1927, and for Berlin conditions:

In a splitting kettle with a capacity for 10,000 kilos of fat addition, two batches totaling 20,000 kilos can be prepared weekly. For this are necessary:

7% d. s. 1,400 kg. of ferment at R. M.*	
90 p. 100 kg. R. M. 1,260,—2% d. s. 40	
kg. of mang. sulphate at R. M. 45 p.	
100 kg. R. M. 18,—3% d. s. 60 kg. of	
sulph. acid 66°Bé at R. M. 8 p. 100 kg.	R. M. 4.80
Costs of addition and separation d. s.	
250 kg. of coal (at R. M. 220 per	
100 kg.)	R. M. 5.50
39 working hours at R. M. .765	R. M. 25.25
Costs of cleaning, of concentration, of	
labor, in order to prepare from about	
7,000 kg. of glycerine water of 20%	
glycerine content about 1,800 kg. of	
raw glycerine from 88% d. s. 9% of fat	
addition, a total of 150 kg. of coal at	
R. M. 2.20 p. 100 kg.	R. M. 3.50
and 66 working hours at R. M. .765	R. M. 50.50

*Cf. Altenburg and Hoyer, *Chem. Umschau*, No. 7, 8, 1925, p. 45; *Seifens.-Ztg.*, No. 8, 1925, p. 155; *Deut. Fett-u. Oehrend.*, 1925.

*Twenty-three cents.

Amortization for expenses of building the fat-splitting plant, the plant for purifying the glycerine and for concentration d. s. 10% annually of R. M. 20,000, d. s. weekly

R. M. 38.45

R. M. 1,405.90

1,800 kg. of raw glycerine

88% at R. M. 150 p. 100

kg. R. M. 2,700,—

532 kg. of acid of castor

oil at about 38% from

1,400 kg. of ferment at

the present average price

of soya oil computed at

rd. R. M. 70 per 100 kg.

R. M. 372.40 R. M. 3,072.40

Therefore, profit from splitting 20,000 kg.

of oil

R. M. 1,666.60

d.s. 100 kg. of oil about..... R. M. 8.30

From the above carefully made computations it is apparent that the fermentative method, by reason of its applicability as well as by reason of the quality of its fatty acid attained by no other splitting method, is able to compete with other processes.

Very small establishments which do not work over themselves their thin glycerine water obtained in the splitting process in to raw glycerine of 88% but who attempt to sell it as such, naturally have to reckon with the fact that they get paid considerably less by their customers for their glycerine water than for normal marketable crude glycerine, so that the profit from their splitting plant is correspondingly lessened. However, since this consideration counts likewise in any method of fat splitting, no attention has been paid to this in the above calculation.

The further objection that the glycerine water or raw glycerine derived from the fermentative splitting process has not the same value as glycerine derived from normal saponification has now lost its force³ by a new method of purification, which removes the specific impurities and makes possible the preparation of an unobjectionable crude glycerine equal to that derived from saponification.

The advantage of this method, as has been already mentioned, lies principally in the fact that the fatty acids obtained are of especially clear color in consequence of the low splitting temperature and that the apparatus suffers only slight deterioration and that the consumption of steam is only very slight. A slight disadvantage is, of course, in the loss of the middle layer which cannot be used in all establishments.

It may finally be remarked that the fats used must not contain free mineral acids and foreign bodies under any circumstances, since by these the splitting would be prevented. If a high degree of the splitting process is to be obtained in the shortest possible time, a correspondingly large amount of ferment must be used.

³Cf. D. R. P. 403,077 of 6, VII. 1922. United Chemical Works A.-G., Dr. J. Altenburg and G. Menz.

Features to Be Found on Other Pages

Readers of the SOAP SECTION usually will find items of interest in our Trade Notes, as well as in Patents and Trade-Marks and Washington and Foreign Correspondence.

Proposed European Vegetable Oil Cartel

(Special Correspondence)

LONDON, September 10.—When the Congress of the International Association of Seed Crushers was held at Marseilles a few months ago, an important speech was delivered by N. P. Mathiasson (director of Reymersholmsbolaget) on a plan for the organization of a European body to prevent overproduction in the vegetable oil industry. A committee was formed to consider the matter.

In a recent interview in Stockholm Mr. Mathiasson is quoted as saying that the European vegetable oil industry sold goods to the value of between 2,000,000,000 and 3,000,000,000 kronen yearly. This was one of the most remunerative industries prior to the war. However, the lack of fats during the war led everywhere to an extension of vegetable oil plants, but, with the coming of peace, it was found that the previous dearth had changed into an overproduction, which caused a big fall in the price of raw materials, such as copra, palm kernels, ground nuts, and soya beans.

An increase in consumptive capacity had taken place, but it did not correspond to the capacity of the vegetable oil works, and this large works capacity led to a competition which, in conjunction with the constantly falling prices throughout the world, had caused enormous losses to manufacturers. As such losses could not be in the interests of anyone concerned, many attempts have been made to regulate production of and trade in vegetable oils.

Mr. Mathiasson declares that the industry is a very complicated one, and, as far as he can see, impossible to regulate by means of ordinary cartel. Therefore he has worked out a proposal which most resembles an insurance organization, aiming at the protecting of factories from loss by restricted production. He is in favor of free, but ordered, trade, but in the view of industry, competition has become unhealthy. The present question is to organize European manufacturers into a cartel which, while preventing overproduction, will give producers great freedom of action without making consumers pay unreasonable prices for goods.

It is impossible, however, to create an ordinary cartel without the attendant costly organization of control. Mr. Mathiasson has therefore put forward as a possibility the formation of a commercial association in each country, to be followed by the formation of an international organization.

The essential feature of the plan is that each country will obtain its percentage share of the value of the goods sold in the European markets, and that this will be divided between the individual factories in each country. A national clearing house will be set up in each country. Each mill will pay a certain percentage of the selling value of its goods—say, 5 per cent—to its national clearing house, which will hand over these funds to an international clearing house controlling all the national clearing houses. These funds would be distributed according to the individual countries' and factories' percentages.

The plan aroused great interest at the congress. The proposal for an international committee was carried unanimously, and it is to meet in the Autumn. Mr. Mathiasson was unanimously elected vice-president of the association in recognition of the work he has done.

Immune.

If the sun should explode (as it may do any minute, boys and girls) the inhabitants of this earth would have but 138 hours to live, says a scientist. This doesn't include, of course, the people who eat yeast.—*The Sun-Dial*.

Natural Maize Soaps*

The manufacture of natural maize soaps is especially interesting, for if one desires to have in storage fine soap from year to year, and if one plans to form a fine uniform grain at all seasons, then this soap requires scrupulous study not only in the kettle, but in its entire early period.

It is astonishing how it has gained its reputation for superiority, not only in its original place of manufacture, but in other localities as well. If now and then one reads quite incidentally: "soap remains soap, in spite of all the boasts of self-praised washing compounds," nevertheless it is grained soft soap, especially the transparent kind (alabaster soap), that doubtless lays first claim to this distinction.

The preparation of this soap is less difficult in warmer weather, if the proportion of tallow and oil is made somewhat larger and the content of fatty acid is not below 40%. With a smaller proportion of tallow the disagreeable situation arises, when large grain is formed, that an unusually long time is required for complete clarification. However in midsummer there is also danger that the soap may remain too soft and may not become sufficiently firm. This of course is to be explained by the too-high potassium carbonate content. If tallow with high titer is available for the preparation then it is possible to lessen the potash content considerably. The silent observer will testify that then in a short time a well marked large grain is formed. Certainly a small grain also frequently develops. It is probable that the cause for this is to be sought in the fact that the fatty acid content of the soap is low, about 38%, and that the carbonate content was rather large. Besides, the soap may then show another defect, namely that, if it is finished correspondingly stronger it becomes turbid and wet at the top of the tubs. If the finishing is not done under guidance of long experience, in case that large tubs are used, a considerable "stringiness" may develop after protracted storage in the lower third of these tubs, i. e. the soap becomes ropy. The determination of the fatty acid content is therefore eminently necessary if success shall crown the work. The proportion of the potash should be carefully determined in accordance with the above explanation, and in the warm season should be reduced as much as possible, by about 6 or 7 parts in 100 parts of oil and tallow.

The preparation of natural grained soap in the cold season is somewhat more difficult. Without doubt soap prepared in winter requires a higher proportion of potassium carbonate. However not so very much more than is often assumed. It is advisable to take more care in allowing to winter soap a longer ripening period in the storage chamber than in excessively increasing the potash. Furthermore the soap will be more capable of resisting cold with a somewhat diminished amount of tallow (10 parts of oil and 5-6 of tallow).

If now it is desired in addition that the soap be covered only with a transparent thin layer, a special caution must be used not to store it in too cool a cellar. By using considerable tallow rich in stearin and a low fatty acid content in the soap as well as a cool storage room, opportunity is offered for forming the well-known unsightly fur layer. Let it be said that here one works safest with a fatty acid content of 41%. The temperature of the storage chamber furthermore is not advantageous either below or above 16° C, for neither a lower nor a higher temperature favors the formation of the grain. A temperature lying well below 16° favors mostly a small grain.

* *Seifens. Ztg.*, Vol. 54, No. 24, June, 1927, p. 453.

Bleaching Action of Fuller's Earth

B. Neumann and S. Kober (*Z. angew. Chem.*, 1927, 40, 337-349).—The problem of the bleaching action of fuller's earth has been studied under three headings—the general phenomenon of bleaching, the effect of heat on fuller's earth, and the possible mechanism of the observed phenomena. The samples investigated were German proprietary products, and two specimens of American origin. The bleaching value of an earth was determined by a standardized method of agitating a given quantity of the earth with an oil filtering, and examining colorimetrically the clarified filtrate. As color standards, various vegetable oils and solutions of dyestuffs in mineral oils have been investigated. Vegetable oils are of little use, since variations in origin and treatment are reflected in subsequent bleaching, but 0.05% solutions of Fat-Soluble Yellow AT, R, or 3R in paraffin oil are quite suitable. A complication may arise owing to the selective adsorption of the different earths for a particular dyestuff, but this difficulty is minimized if earths treated in the same way only are compared. It is noted that with vegetable oils, earths heated at 600° give the greatest bleaching effect, while in the case of the mineral oils containing dyestuffs untreated earths are the more effective.

An explanation of this phenomenon is based on the assumption that the unheated earths have the greater surface area, and the fact that the dyestuffs used are crystalloids, whereas the vegetable oils contain appreciable quantities of colloidal matter, e.g., mucilage and albumin, which may even act as color carriers. It is supposed that as the size of the pore spaces increases with loss of water on heating, the resulting framework becomes more capable of retaining colloidal material, and less suitable for adsorbing the relatively small molecules of the dyestuff. The maximum bleaching of an oil is attained by using 2-4% by wt. of earth.

In an attempt to correlate bleaching activity and chemical constitution the authors have determined the water loss, and the amounts of soluble aluminium oxide and iron oxide, in samples of earths heated for definite periods at temperatures up to 1000°, the soluble oxides being determined by heating 0.5 g. of the treated sample with 20 c. c. of 2N-hydrochloric acid under reflux for 1 hr. With five proprietary earths the water loss rose sharply to approximately 12% between 500° and 600°, while the soluble oxides reached a maximum between 800° and 1000°.

In two cases the water loss rose steadily from 100° to 900°, and in one of them, i.e., with the American earth, the soluble oxides were fairly constant at 8% each as high as 800°. These earths, with the exception of the American, gave the maximum bleaching effect on soya bean oil after treatment at 600°, this property increasing rapidly after heating at 100-300°, and falling again at 800°. The exception gave its maximum effect at 300°. It is concluded that the whole of the observed phenomena can be adequately explained on a physical adsorption basis.—*British Chemical Abstracts*.

Malayan Oil Palm Cultivation Progress

(Special Correspondence)

LONDON, September 10.—During the year 1926 the yields from oil palm cultivation in the Federated Malay States were 751 tons of palm oil and 168 tons of kernels. Experiments with new varieties of oil palm from West Africa have been carried on at Serdang by the Department of Agriculture, with a view to the selection of improved strains of seed for distribution to planters in the country.

Bleaching of Fatty Oils, Waxes and the Like*

German Patent 439059.—In Patent 214937 there is described a method for bleaching fats, fatty oils, waxes, wool fats, fatty acids and the like which consists in treating the substances mentioned with organic peroxides, preferable in the warm state. The method under consideration consists in aiding the action of the peroxides by introducing oxygen. It appears that on account of the simultaneous influence of oxygen the oxidation process of the organic peroxides, which effects the bleaching or clarification of the fats and the like, is materially aided. Smaller quantities of the organic peroxides are required, in such manner that an equal and even greater bleaching action may be produced with essentially smaller quantities of the organic peroxides than without the use of oxygen in combination with the peroxides. The action of the method proposed makes it possible to bleach many oils which, for reasons so far not known, could not be bleached at all by peroxides alone or to an insufficient extent by peroxide in connection with oxygen. For example, many kinds of soya bean oil, which otherwise can be bleached only insufficiently by organic peroxides alone, can be bleached easily and thoroughly by the method proposed.

The bleaching can be accomplished by dissolving or introducing the organic peroxides in the oil, fat and the like, and then passing through them oxygen, e. g., in the form of air, which may preferably be enriched with oxygen, or pure oxygen, or ozonized oxygen. Preferably this may be done in the presence of heat, e. g., at temperatures between 50° and 100° C. This method is likewise applicable to fatty acids, waxes and the like. The duration of the treatment depends upon the kind and color of the oil; in general, a treatment of from 1 to 2 hours suffices. The oils and fats may also be dissolved in benzene, carbon tetrachloride, etc., and then treated as before. The treatment with oxygen may come either after the action of the peroxides or simultaneously with them. The peroxides may also be mixed with the air and introduced with it.

The bleaching action of soya bean oil with 0.4% of benzoyl peroxide in the presence of heat is considerably less, in the method under consideration, than if only 0.2% of benzoyl peroxide are added and then air or oxygen is passed through.

EXPERIMENT 1. 100 kg. of soya bean oil with the acid number 0.41 are introduced in a vessel which can be heated from without, and are mixed with 0.2 kg. of benzoyl-peroxide. The mass is gradually warmed to 95-100° C. and a vigorous stream of air is passed through the mass from below. After 1½-2 hours the bleaching is completed, i. e., the oil shows an almost completely clear color. With the same amount of peroxide oil treated at 100° C., but without air through it, still shows after 2 hours a strongly yellow color. The acid number of the oil obtained after the above experiment shows only an insignificant difference from the untreated oil.

EXPERIMENT 2. 500 kg. of dark rape seed oil with an acid number 42.28 are mixed with 1 kg. of benzoyl peroxide and are treated as before with air at 95-100° C. In this case also, after 1 or 2 hours, a light yellow, clear oil of essentially lighter color is obtained than with the double quantity, i. e., 0.4% of benzoyl peroxide without the addition of air. The acid number of the oil remains exactly the same in both methods with or without air.

EXPERIMENT 3. 300 kg. of dark low-titred fat with about

*From *Seigen* C., No. 54, No. 24 (1927).

60% of free fatty acid are warmed to 50° C., and then, after adding 0.6 kg. of benzoyl peroxide, by gradually increasing the temperature to 95° C., are treated with air. After 2 hours the bleaching process is completed.

For the above treatment all known peroxides have been proven to be applicable, e. g., acetone peroxide, acetyl peroxide, trichloroacetyl peroxide, dibenzalide peroxide, further, the products obtainable from nitrogen tetroxide and similar inorganic compounds, which, according to recent views, are likewise to be considered as peroxides.

Claims for patent: Method for bleaching fats, fatty oils, waxes, wool fats, fatty acids and the like with organic peroxides or per-combinations, characterized by simultaneous action of oxygen, oxygen-containing mixtures or the like, advantageously in the presence of warmth.

Detergent Action of Soaps

R. M. WOODMAN. *Chem. News* 133, 339-41 (1926).—Experiments indicate that the presence of soap in the solvent greatly increases the solubilities of phenol, cresylic acid, hexalin, methylhexalin and aniline. The more concentrated the soap solution the greater the solubility of the phenols, hydrogenated phenols and aniline; with the hydroxyl compounds doubling the concentration of the soap solutions means that more than twice as much solute liquid is dissolved by a given volume of solvent. A table is given showing the solubilities of the substances in mixtures of soap solutions and phenols or hydrogenated phenols. *Ibid* 353-6. —The best substance for admixture with K oleate containing 37.24% H₂O for the purpose of aiding solution of paraffin oil is cresylic acid, the next best is hexalin. Cresylic acid soap, besides being antiseptic, has greater solvent and emulsifying action for oil than ordinary soaps, and is a better detergent agent. Hexalin soap solution is a moderately good solvent for heavy oils such as anthracene and coal-tar creosote, and should be an excellent detergent agent. As the acid and corrosive actions of the phenols are missing from the hydrogenated phenols, which are neutral and have properties similar to alcohols of high molecular weight, soaps made by their aid can be used for fabrics liable to injury by phenol soaps. Hydrogenated phenols in soaps make them more easily soluble in H₂O and tend to increase the detergent action. Solution and emulsification of oils are more rapid and easy. Thus pouring a mixture of oil, soft soap and one of the hydrogenated phenols into water means immediate solution of the oil if in the correct proportions, or immediate emulsification if the oil is in excess.—*Chemical Abstracts*, Vol. XXI, No. 6.

Determination of Higher Saturated Fatty Acids

S. H. BERTRAM (*Chem. Weekblad*, 1927, 24, 266-269).—An exhaustive review of the literature is given, and the sources of error in the various methods are described. Accurate results may be obtained by oxidizing the saponified material with alkaline permanganate, removing the fatty acids after acidification by means of light petroleum, transforming these into the magnesium salts, those of the higher fatty acids being precipitated while those of all other acids remain in solution, treating the precipitate after washing with dilute sulphuric acid, and extracting the higher insoluble fatty acids with light petroleum. Results are given for mixtures made up from specially purified acids, for oleic and other unsaturated acids from various sources and after various "purifications," and for a larger number of common oils and fats.—*British Chemical Abstracts*.

Features of Soap Materials Market

(Continued from Following Page)

satisfied. At the present writing 8½c, f. o. b. seller's plant, is asked for City Extra. Bids of 9c, seller's plant, have been refused for local fancy tallow, sellers holding firm at 9¼c. Sales of best quality house grease have been made at 7¼c loose, seller's plant, with 7½c now asked. Yellow grease is held at 7¼c to 7¾c, depending on acid and quality; brown grease from 7c to 7½c.

The Middle West market parallels the local market, demand outweighing supplies. Prime Packers' tallow has been sold at 8½c Chicago, and now is firmly held at 8¾c. Lower grade greases and tallow are scarce, with bids of 6¾c for 40-40 stock having been declined.

E. H. FREY.

INDUSTRIAL CHEMICALS

There is talk of the new contract prices on alkalis, but as yet no intimations have come from the leading manufacturers as to what the new levels will be when they are announced. There has been some belief on the part of interested factors that caustic soda would be cheaper under the new contract arrangement and that the difference to the manufacturers would be made up in the price of chlorine. Production of the latter has been increasing steadily during the last two years and consumption of the caustic which must be made at the same time, has not kept pace with increased output. Whether this is the season for the break or not remains to be seen. If it is not, it can be safely asserted that next year will see some shifting of the burden.

Locally, the market has not been very active although contract deliveries of caustic soda have been fair. Caustic potash has moved in fair volume at the recent advance. Carbonate of potash is rather easy, with plenty of spot material to be had.

Other Soap Materials

In spite of recent declines in rosin soap makers, as well as other large consumers, are not inclined to purchase at present levels, which are still somewhat above normal. Export business in the item is not quite so brisk as it has been recently and stocks are heavier than in some time. However, the season of light production is at hand and from now on, purchases will begin to eat into stocks to some extent. Prices seem unlikely to drop much lower during the next few weeks. Other soap materials have not changed materially during the month and prices on them are steady with only a moderate consuming business in evidence at present.

Detection of Castor Oil in Fat Mixtures*

by VIZERN and GUILLET.

About 10 gm. of the mixed fat are saponified with alcoholic soda lye in the usual way, and are then steamed in the drying chamber. The dried soap is then mixed with 7-8 gm. of pulverized caustic potash, and is heated in a crucible over the sand bath, at first cautiously till the moisture is completely removed and then more strongly till the caustic alkali is melted. It is well to stir the mass. As soon as it gives a white vapor, it is removed from the fire and kept covered. After it is cooled, on lifting the cover the characteristic odor of octyl alcohol separated from the castor oil may be detected, provided that at least 5% of the castor oil is contained in the oil mixture.

* From *Seifens. Ztg.*, Vol. 54, No. 25, June, 1927.

MARKET REVIEW ON TALLOW, ETC.

VEGETABLE OILS

Vegetable oils experienced another upward movement immediately after the publication of the September Government estimate of this year's cotton crop, which was a rather bullish statement. Cottonseed oil sold at 10 $\frac{1}{4}$ c in the South and bids at this price are now being declined. Crude corn oil followed, with sales at 10c lb. in the West and cocoanut oil sold at 8 $\frac{3}{4}$ c lb. New York and at 8 $\frac{1}{2}$ c lb. Pacific Coast.

The market at this writing for all vegetable oils is very firm and the general outlook seems to point to still higher levels. There is a good buying demand noted for forward deliveries, but sellers are not at all keen to sell oils at present levels for future deliveries, and in the case of cocoanut oil, $\frac{1}{8}$ c lb. more is asked for October forward shipment. Palm oils are cheap compared to other fats and oils, but in view of the steadier animal fat situation, a better demand is expected shortly. Olive oil and olive oil foots are also steadier, with stocks of the latter material not very plentiful around New York for nearby delivery and the demand is improving.

A. H. HORNER.

GLYCERINE

Since our review of August 9, domestic refiners have been holding rather firmly at 24c for the ordinary trade in chemically pure glycerine. There have been imported lots offered us as low as 23c, but the quantities have been small and uncertainty as to the quality has been an obstacle to the sale of the material in many cases. Business has picked up recently and makers are quite a little encouraged. Other grades of glycerine are dull and prices are at the low point. The European market had discounted ours on the downward movement, and a great deal of business has been taken on the other side, which, in the ordinary course of events, would have been done here; on this account and because of the accumulation of stocks by many of the producers, in anticipation of a large business in anti-freeze compounds, as the Winter approaches, there has been very little activity in either domestic crude or dynamite glycerine. If the demand which is expected for the Winter season does not materialize, it will be rather difficult to maintain the market. Within the next two months, we should see an improvement in the price, if it is coming at all.

W. A. STOPFORD.

TALLOW

Immediately following the Government cotton report released on August 8, the tallow market took on a firm tone and a general buying interest was generated. However, it was then found that the supply of tallow available was negligible due to the curtailed production during August, particularly among the local renderers. Normally this month is one of low production, but the August just passed has furnished an unusually low tonnage of raw material. As a result, renderers have been thrown behind in filling old orders and have not been desirous of taking on new business until they could clear up the old, although new sales could be made at much higher prices. In consequence

of this situation, a rather unique condition has obtained for the past three weeks. With no sizable quantity of a recognized production of City Extra tallow offered in the market, the official City Extra market stood at the last official price of 7 $\frac{5}{8}$ c per pound loose, f. o. b. seller's plant, until September 6, when a small lot of local packer production of this grade of tallow was sold at 8 $\frac{3}{4}$ c loose, f. o. b. seller's plant. This definitely established the market. However, during this period outside productions of tallow of City Extra quality were sold at various levels up to 8 $\frac{1}{4}$ c per pound delivered.

The latest Government cotton report came out on September 8 and was even more bullish in tenor than the previous one, thereby imparting an added tension to the fats market. On this day Extra tallow was advanced $\frac{1}{8}$ c per pound to 8 $\frac{3}{8}$ c, f. o. b. seller's plant.

It is expected that the present month will bring an increased production, but from present indications it will not be heavy enough to balance demand, which is far from

(Continued on Preceding Page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Extra 8 $\frac{3}{8}$ c. Edible, New York, 9 $\frac{1}{4}$ c. Yellow grease, New York, 6 $\frac{3}{4}$ c. White grease, New York, 7 $\frac{3}{8}$ c.

Rosin, New York, September 15, 1927.

Common to good.....	10.75	1	10.85
D	10.75	K	10.85
E	10.75	M	10.90
F	10.75	N	11.10
G	10.75	W.G.	12.00
H	10.75	W.W.	12.25

Starch, pearl per 100 lbs.....	\$2.97 @
Starch, powdered, per 100 lbs.....	3.07 @
Stearic acid, single pressed, per lb.....	.10 $\frac{3}{4}$ @
Stearic acid, double pressed, per lb.....	.11 $\frac{1}{2}$ @ .12
Stearic acid, triple pressed, per lb.....	.13 $\frac{3}{4}$ @ .14
Glycerine, C. P., per lb.....	.24 @ .25 $\frac{1}{2}$
Dynamite20 @ .21
Soap, lye, crude 80 per cent, loose per lb.....	.13 $\frac{3}{4}$ @ .14
Saponification, per lb.....	.14 $\frac{3}{4}$ @ .15

Oil

Coconut, edible, per lb.....	.10 $\frac{3}{8}$ @ .11
Coconut, Ceylon, Dom. per lb.....	.10 @ .10 $\frac{3}{8}$
Palm, Lagos, per lb.....	.07 $\frac{1}{2}$ @ .08 $\frac{1}{2}$
Palm, Niger, per lb.....	.07 $\frac{1}{2}$ @ .07 $\frac{3}{8}$
Palm Kernel, per lb.....	.09 $\frac{1}{4}$ @
Cotton, crude, per lb., f. o. b., Mill.....	.10 @
Cotton, refined, per lb., New York.....	.11 $\frac{1}{2}$ @
Soya Bean, per lb.....	.13 @ .13 $\frac{1}{4}$
Corn, crude, per lb.....	.11 $\frac{3}{4}$ @
Castor, No. 1, per lb.....	.12 $\frac{3}{4}$ @
Castor, No. 3, per lb.....	.12 $\frac{3}{4}$ @
Peanut, crude, per lb.....	.11 Nominal
Peanut, refined, per lb.....	.14 $\frac{1}{2}$ @
Olive, denatured, per gal.....	1.75 @ 1.80
Olive Foots, prime green, per lb.....	.09 $\frac{3}{4}$ @ .10

Chemicals

Soda, Caustic, 76 per cent, 10 lbs.....	3.00 @ 3.10
Soda, Ash, 58 per cent, per 100 lbs.....	1.32 $\frac{1}{2}$ @ 1.38
Potash, Caustic, 88@92 per cent, per lb., N. Y.07 $\frac{1}{2}$ @ .08
Potash, Carbonate, 80@85 per cent, per lb., N. Y.05 $\frac{1}{4}$ @ .05 $\frac{3}{4}$
Salt, Common, fine, per ton.....	15.00 @24.00
Sulphuric acid, 60 degrees, per ton.....	10.50 @11.00
Sulphuric acid, 66 degrees, per ton.....	15.00 @16.00
Borax, crystals, per lb.....	.04 $\frac{1}{4}$ @ .04 $\frac{3}{4}$
Borax, granular, per lb.....	.04 @ .04 $\frac{1}{2}$
Zinc oxide, American, lead free, per lb....	.06 $\frac{1}{2}$ @ .06 $\frac{3}{4}$

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